THE INTERNATIONAL SHOE AND LEATHER WEEKLY

VOLUME 117
No. 8

LEATHER and SHOES

FEBRUARY 19, 1949

Gallun's Norwegian Calf

is the leather that sells your shoes — to men seeking the new "Bold Look"

This shoe, fashioned from Gallun's Norwegian Calf, is a shining example of the new "bold look" in men's footwear. Notice how its bold beauty is enhanced by the effects of clean punching and pinking. And Norwegian Calf, with its warm gleam, rich color, and handsome grain, further accentuates the masculine appeal of this brogue.

Moreover, Norwegian Calf is comfortable. Like all the famous Gallun vegetable tannages, it is glove-soft at the first wearing — and it remains that way throughout the life of the shoe, despite repeated wettings and dryings.

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Norwegian Calf
hand-boarded grain

ONE OF THE FAMOUS GALLUN VEGETABLE TANNAGES

Normandie Calf — *hand-boarded, glazed* | GALLUN leathers | **Cretan Calf** — *smooth, but not glazed*

VOL. 117, NO. 8 FEBRUARY 19, 1949

LEATHER and SHOES

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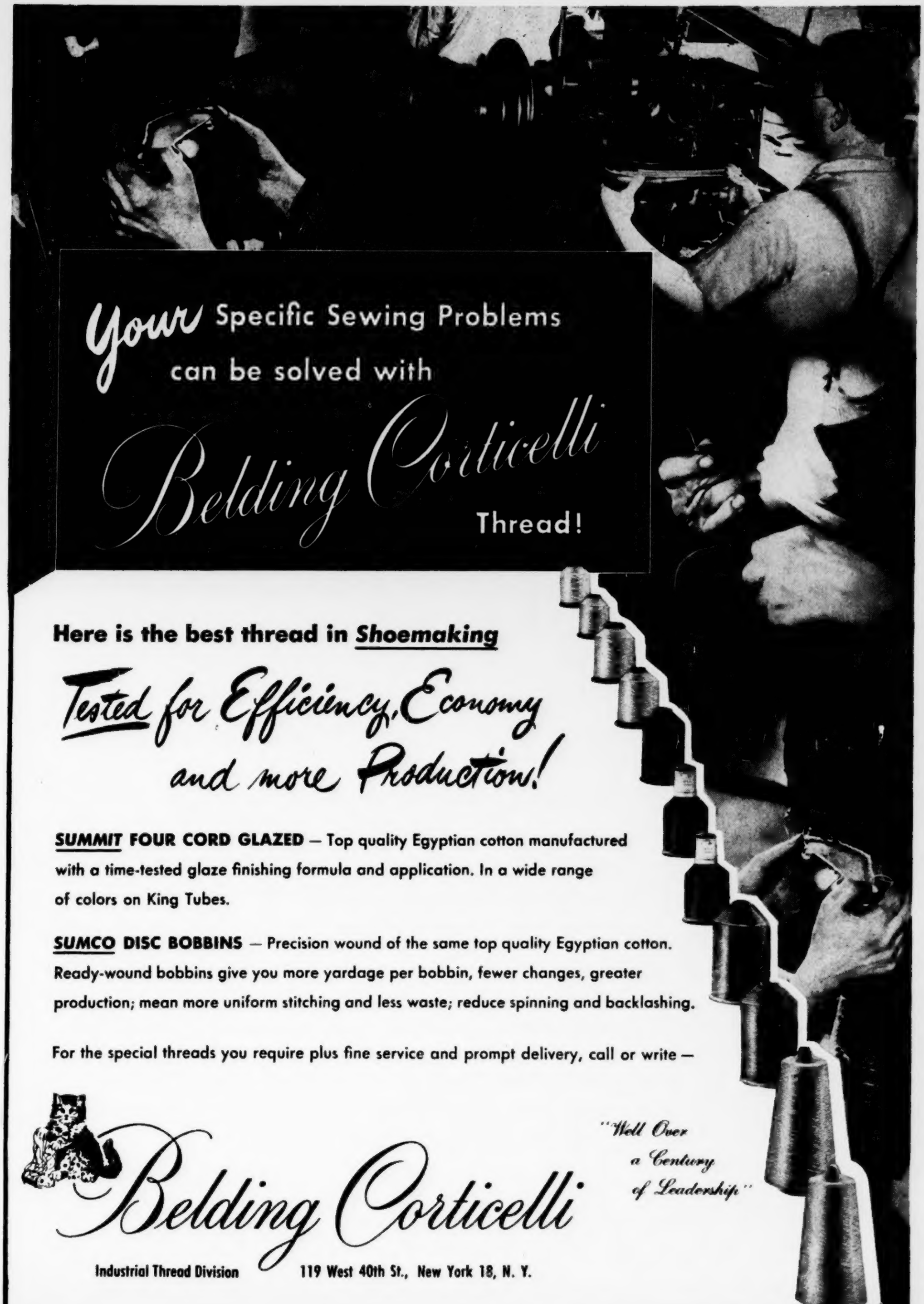
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EDITORIAL

How To Kill Jobs

THERE are some union leaders that are determined to obtain a fourth round of income gains—either through wage increases or fringe benefits—for their members. They have become so accustomed to the postwar habit of expecting an annual increase in income that the basic laws of economics are completely ignored.

Cost of living is steadily on the decline. It is estimated that by year's end cost of living will have fallen around eight percent. This means that a worker receiving wages of $60 a week will have an additional real purchasing power of almost five dollars. This actually represents an *increased wage* of $5 per week.

All companies that operate wage scales in ratio to living costs have recently cut wages around three cents hourly. Incidentally, it is interesting to note that a UAW local of 2,500 members now wants the CIO executive board to block a cost-of-living pay cut. In short, it was a good idea while the cost of living was rising, but now that living costs are declining the plan is not so good—and it is time to welch on the agreement.

However, while some union leaders are willing to look at economic trends intelligently and adjust their demands accordingly, others turn their backs on the facts and contrive their own methods of arithmetic, which usually consist of the elements of addition and multiplication with a conspicuous absence of subtraction and division.

Most manufacturers are now in a tough spot. With the present deflationary trend their inventories are losing value. In short, what they bought at higher prices must now be sold at lower prices, a direct financial loss. Their prices are under harsh pressure. And these necessary price cuts must be taken out of profits which, in many instances, are perilously thin. Destroy these profits and we destroy jobs.

And even the government has recognized the handwriting on the wall. It is backing down on its earlier intentions to increase corporation and excise taxes. It fully realizes that this is no time to add any burden to business and industry and endanger the national economy and the employment structure.

Yet, against the trends and these facts some union leaders still persist in putting up a stubborn front. Such an attitude and subsequent action is certain to imperil the jobs of the workers they profess to be benefiting. By inflicting higher plant operating costs on the manufacturer, the manufacturer is forced to reduce operations. This means reduced working time, layoffs, decreased worker income. And in the more severe cases where these increased costs are too much for marginal producers to bear, the producer must close shop. Then the worker has no income at all.

Right now tanners are caught in a particularly tight squeeze, sandwiched between high costs that remain firm, and demand for lower prices by shoe manufacturers. Any tinkering with the present cost structure by unions or other sources can crack a currently delicate eggshell. It is vitally important that unions and workers alike recognize this truth.

The issue of Communism is very realistically in this picture. We know that Communists are not only expecting and hoping for a U. S. depression, but are doing everything in their power to create or hasten one. By using tactics that tend to create economic instability through high pressure and unwarranted demands, they contribute to their desired ends.

NOTICE

We constantly receive many requests from readers desiring permission to reprint our editorials in house organs or other publications, or to distribute to customers, salesmen, employes, or to other sources outside our industry.

For this reason we are establishing a policy for 1949. Anyone desiring reprints of LEATHER and SHOES' editorials may obtain them at the following nominal cost:

Up to 100	10c each
200-500	7½c each
1,000 or over	2½c each

In Peabody at the present time the tanners are being high-pressured for demands by the IFLWU that will, if acceded to, place tanners in an economically precarious position. One union leader there told a group of tanners, "If you don't like it you can get the hell out of Peabody." Well, about fifteen years ago another union leader told that to the kid leather tanners in Peabody. And they *did* move out, to Peabody's loss. Some years ago another union leader told that to Lynn shoe manufacturers. And today Lynn is a ghost town relative to its former high position in the shoe industry.

These strong-arm methods are far less evident today because many union leaders have come of age, recognizing their responsibilities and their influence in the industrial economy. Others still cling to reactionary and retrogressive tactics ignorant of economic conditions; even refusing to consider these considerations. Such tactics are certainly not in the best interests of the workers, or of the national economy.

Yet, IFLWU headquarters has voted to contribute a $100,000 fund to the Peabody local to win their demands. Is the union acting in the best interests of its workers? It is certainly not. If the tanners were forced to evacuate their plants from Peabody, the workers would lose. If the demands were granted to the union and the tanners, as a result, were to experience slackened business because of higher costs and higher prices, the workers would lose in hours of employment and take-home pay. If some of the tanners, forced to the wall, had to liquidate, the workers would lose. If the demands were granted, forcing up leather prices and hence increasing shoe prices and the cost of living, workers would lose.

It is obvious that the union is refusing to face the realistic facts. The impartial statistics show that the real take-home pay of these workers will increase—is increasing—as the cost of living declines; that by the end of the year this will net these workers $5 a week or more in purchasing power. That is a real increase.

Most unions have recognized this, are complying with it. Why not this union? If it, as it so often professes, genuinely has the interest of the industry and the workers and the national economy at heart, then it will adjust its demands to the facts. If not, then it will give a first-class demonstration of how to kill jobs.

STYLED BY I. MILLER. This "Naughty Shanks Mare" was made with "G-942"-tanned leather.

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NEWS

NSMA to Protest Navy Shoe Buying

BULLETIN:—After a conference with Under-Secretary of the Navy John Kenney, John H. Patterson of NSMA reports that the Navy expects to order only 120,000 pairs of black oxfords for the next three months, bringing their inventory to peacetime levels by June 30. Patterson expressed hope that this would result in lower calf prices.

Heavy Navy footwear buying amounting to 1,663,000 pairs of shoes purchased from July to Dec. of last year with an additional 1,400,000 contemplated has prompted the National Shoe Manufacturers Assn. to investigate the situation.

A committee of manufacturers will shortly confer with Under Secretary of the Navy W. John Kenney and urge that the Navy either broaden its oxford specifications to lessen the effect of its shoe purchases on the consumer economy or reduce its purchasing to a minimum. The NSMA charges that actual purchases by the Navy since last summer, together with additional purchases believed to be contemplated, amount to almost six pairs of shoes for every man in the Navy.

Part of the reason for this apparently inordinate demand for shoes is the result of a serious leak through which large quantities of Navy shoes are being sold to the public, the NSMA claims.

BLS STUDY GLOVE WAGES MAY SCHEDULE HEARING

Studies of wage factors in the leather gloves field by the Bureau of Labor Statistics, Dept. of Labor, are already underway and indications point to a wage-determination hearing sometime this summer, LEATHER AND SHOES learned this week.

The hearing will be similar to that now being conducted by the Labor Dept. to determine minimum wages for shoe workers under Walsh-Healey contracts. (L&S, Feb. 5.).

The bureau has already obtained preliminary data on leather dress and wool knit gloves from the National Assn. of Leather Glove Manufacturers and information on leather-face and cotton work gloves from the Work Glove Institute. BLS itself is handling data on leather work gloves and will also ask additional information from the two associations.

Two panel discussions have already been held by the Labor Dept. —May 27 and Nov. 9, 1948—but a third such meeting is held unlikely.

Original hearing request came on Jan. 24 of last year when Thomas Durian, president of the International Glove Workers Union of America petitioned that the present 40c minimum be boosted to "not less than 75c."

The BLS glove study has already taken longer than other such surveys. The reasons are threefold: first, the survey will include all leather and fabric gloves with the exception of rubber and some athletic gloves; secondly, no recent wage surveys exist in the industry; and finally, glove-making is essentially a piece-rate industry, makes for complicated wage data.

The union's goal is a new minimum wage figure below which piecework rates cannot fall.

Census Out Of Date

The study and subsequent hearing will hit home in half a dozen states and affect others on a lesser scale. The last manufacturers' census, admittedly out of date by 10 years, shows the following distribution of leather glove and mitten establishments (exclusive of salaried personnel):

State	Plants	Wage Earners
New York	154	6,242
Wisconsin	23	1,664
Illinois	15	822
California	15	204
Washington	5	58
Oregon	4	23
All others	17	982

Latest available figures on leather gloves and mittens wages are for Oct., 1948. Average weekly earning then was $34.54 for 35.1 hours with an average hourly earning of 99.6 cents. Earnings in fall and winter show a steady decline. Aug. was set at $1.005, Sept. at $1.002, and Oct. at 99.6c In Oct., 1947, it was 94.5c.

Cooperating with BLS on the wage-determination study are:

For trade associations: James H. Casey, Jr. and Harry A. Moss, Jr., of the National Association of Leather Glove Manufacturers, of Gloversville, N. Y., and the Association of Knitted Gloves and Mitten Manufacturers, same town; Roy Cheney, Underwear Institute, New York; Col. Horace Young, Work Glove Institute, Chicago.

For industry: W. H. Kuh, Eisendrath Glove Co., Chicago; and Joseph Shmickler, Illinois Glove Co., Champaign, Ill.

International Glove Workers Union, Thomas Durian, Milwaukee, Wis.

Amalgamated Clothing Workers Union, New York: Frank McMaster, Hyman Bookbinder of New York City and Mrs. Esther Peterson, Washington, D. C.

Glove Workers Union of Fulton County, Gloversville: Leonard Hannig, Harry Posefsky and Miss Juliet Farrell.

Consolidated Cutters Union of Gloversville: Gordon Blake.

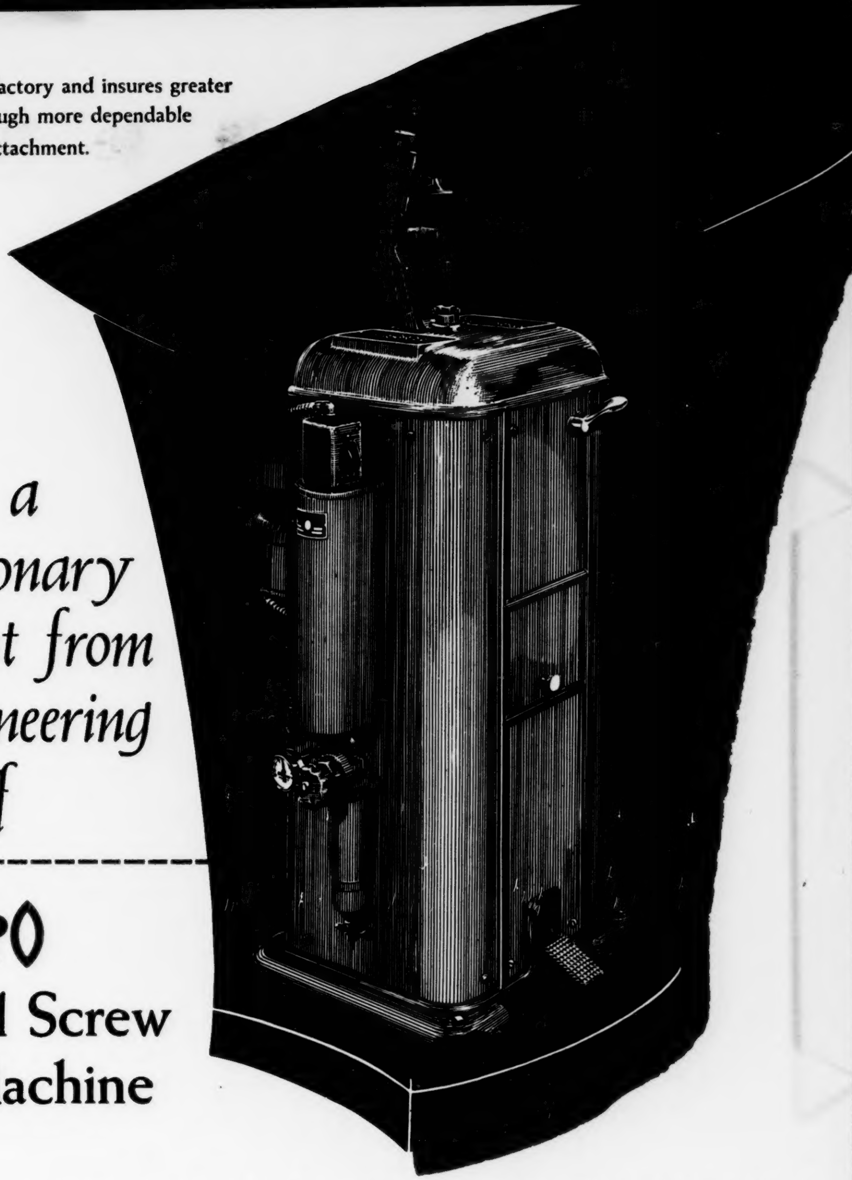
American Federation of Labor, Peter Henley, assistant director of research, Washington, D. C.

Leather Show Reservations

The Tanners' Council lists the following New York City hotels as having blocks of rooms available during the period March 6-9 for exhibitors and visitors at the Leather Show March 8-9: Waldorf-Astoria (headquarters), The Barclay, Belmont-Plaza, Biltmore, The Roosevelt, The Shelton Hotel.

Reservations should be made immediately at these hotels. Unassigned rooms will be released for general use after Feb. 25.

It saves cost in the factory and insures greater safety for the wearer through more dependable and permanent attachment.



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The machine inserts a permanent screw in one simple, quick operation. Automatic hold-down clamp takes shoes of all sizes without adjustments. It holds the heel securely in place with a gradual application of 300 to 500 pounds of air pressure. Then the screw is inserted. Thumb screw adjustment takes care of all heel heights up to 24/8. Any operator can process from 1000 to 1400 pairs of shoes in an eight hour day. Get all the facts about this efficient new Compo machine.

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QM Award To Hubbard Shoe

The New York Quartermaster Purchasing Office has awarded Hubbard Shoe Co., Inc., Rochester, N. H., a contract on QM-30-280-49-799 covering 23,220 pairs of tan low quarter shoes. The award was made on a bid of $4.25 per pair. Directive quantity was 29,239 pairs and the procurement is for the Reserve Officers Training Corp.

Mass. Shoe Industry "Distressed", Says Assn.

No longer at the top in national shoe production, the Mass. shoe industry is among the "most distressed" in the state, the Associated Industries of Mass. recently reported to Gov. Paul A. Dever. The association advised the governor that for the first time in years, state shoe production had declined from 20.7 percent to 17.4 percent of the total produced in the country.

"However small this percentage may appear on the surface," Roy F. Williams, executive vice president of the association stated, "its importance in the number of shoes produced and number of jobs available is very great."

Williams said that the shoe producing plants of Brockton, Whitman, Haverhill, Lynn and, to some extent, Boston, have suffered from over-production brought on by sales resistance to high prices, which in turn, "directly reflects the high labor costs prevailing in the shoe industry."

The report showed that close to 26,000 wage earners in Mass. industry have been laid off for varying periods during the past few months. In Brockton alone, 3800 workers are drawing unemployment pay.

The new crepe sole being manufactured by The B. F. Goodrich Co., Akron, Ohio, (L&S, Jan. 15)

Army Opens Bids

Bids by nine firms were opened Feb. 14 in New York for 275,000 pairs of russet combat service boots for the Army. Bidders were as follows:

Firm	Quantity	Price	Terms
Holland-Racine Shoes, Inc.	40,000	$7.26	Net
Craddock-Terry Shoe Corp.	60,000	6.58	Net
Brown Shoe Co.	120,000	6.14	Net
International Shoe Co.	275,000	5.86	Net
Belleville Shoe Mfg. Co.	15,000	6.8795	1/10 of 1%
John A. Frye Shoe Co.	54,000	7.26	Net
Allen-Squire Co.	60,000	7.03	Net
J. M. Connell Shoe Co.	18,000	7.97	½ of 1%
General Shoe Corp.	50,000	5.94	Net
	50,000	6.14	Net
	50,000	6.34	Net
	50,000	6.44	Net
	75,000	6.37	Net
	OR		
	275,000	6.31	Net
Endicott-Johnson Corp.	275,000	5.915	Net

On Army invitation No. 921, calling for 156,000 pairs of russet service combat boots the following bids were opened Feb. 14:

Firm	Quantity	Price	Terms
Brown Shoe Co.	80,000	$6.14	Net
Belleville Shoe Mfg. Co.	30,000	6.8795	1/10 of 1%
Endicott-Johnson Corp.	156,000	5.915	Net
E. J. Givren Shoe Co.	20,000	7.69	1/10 of 1%
International Shoe Co.	156,000	5.91	Net
J. M. Connell Shoe Co.	12,000	7.97	½ of 1%
Craddock-Terry Shoe Corp.	30,000	6.61	Net
Allen-Squire Co.	40,000	7.03	Net

Oil Industry Seeks Synthetic Tannin

Synthetic tannin, long sought by tanners, has now become a major objective of the nation's oil industry. Faced with a critical shortage of quebracho extract, almost indispensable in the drilling of oil and gas wells, the National Petroleum Council is seeking to develop a domestic substitute for quebracho.

Quebracho became a byword in well drilling a short nine years ago. Oilmen found it controlled the viscosity of muds used in drilling, simplified the entire operation. Quebracho quickly became as vital to the oil as well as tanning industries.

When the Munitions Board recently placed quebracho on the critical list, Secretary of the Interior Krug asked the Petroleum Council to look for sbstitutes. This week the council appointed a 14-man committee, headed by John R. Suman of Standard Oil of New Jersey, to do just that.

Heading the list of possible domestic substitutes are redwood bark, a waste product till now, and lignosulphates, waste products of the pulp paper industry. Either might supply the answer—but the problem was immediate.

Coming EVENTS

March 6-7, 1949—Spring Showing, Shoe Travelers of the Carolinas, Hotel Selwyn, Charlotte, N. C.

March 6-9, 1949—Allied Shoe Products and Style Exhibit, Hotel Belmont Plaza, New York City.

March 8-9, 1949—Official Opening of American Leathers for fall, Waldorf-Astoria, New York City.

April 3, 1949—Shoe Mfrs. Fall Opening, Eugene A. Richardson Associates, Hotel New Yorker, New York City.

April 27-30, 1949—St. Louis Shoe Show, St. Louis Shoe Mfrs. Assn., Hotel Statler and other hotels, St. Louis, Mo.

May 1-4, 1949—Advance Fall Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

May 8-10, 1949—Spring Show, Iowa Shoe Travelers Assn., Des Moines, Ia.

May 8-11, 1949—Fall Shoe Show, Southwestern Shoe Travelers Assn., Adolphus Baker and Southland Hotels, Dallas, Texas.

May 16-17, 1949—Spring Meeting, Tanners' Council of America, Inc., The Cavalier, Virginia Beach, Va.

May 21-28, 1949—24th annual National Foot Health Week, National Foot Health Council.

May 23-24—National Hide Assn. Annual meeting, Brown Hotel, Louisville, Ky.

May 23-26—Popular Price Show of America, Hotel New Yorker, New York. Sponsored by the National Assn. of Shoe Chain Stores and the New England Shoe and Leather Assn.

June 22-24—ALCA Convention Monmouth Hotel, Spring Lake, N. J. Spring Lake, N. J.

Sept., 1949—Child Foot Health Month, National Foot Health Council.

Oct. 31-Nov. 3, 1949—National Shoe Fair, Chicago, Ill.

Nov. 6-9, 1949—Advance Spring Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

ALLIED PRODUCTS SHOW EXHIBITORS

More than 60 shoe products manufacturers will present an impressive array of new developments, new products and processes at the 16th semi-annual Allied Shoe Products and Style Exhibit to be held at the Hotel Belmont-Plaza in New York City early in March. A greater emphasis on style in footwear for fall plus new fabrics, lasts, patterns, ornamentations, soling and other shoe products is expected to draw a record number of visitors to the event which begins on Sunday, March 6, and continues through Wednesday, March 9.

Clarence R. Heyde, director of the Allied Show, reports that the trade will again be given the opportunity of attending the showing just before the Leather Show for fall, sponsored by the Tanners Council, which open a two-day session at the Waldorf-Astoria Hotel, New York City, on Tuesday, March 8. Exhibits will be concentrated on three special show floors and in suites at the Belmont-Plaza. Exhibitors are listed as follows:

Company	Room
ABC Backing Corp.	1002
Ace Combining Co., Inc.	922
Acme Backing Corp.	1002
American Shoemaking	907
Advance Silk Co.	906
Armstrong Cork Co.	904
Barth Binding Co.	901
Bequie, N.	1005
Berk, Ben Fashions	1012-14
Boecker-Stuart Inc.	1023
Bowcraft Co., Inc.	912-914
Burg, A. S., Co. Inc.	1633-1634
Columbia Combining Corp.	1112
Davidson Rubber Co.	1024
Davis Box Toe Co. Inc.	923
Domestic Novelty Co.	1006
Einstein, J., Inc.	1033-34
Elkskin Corp.	1040
Felch-Anderson Co.	1003
Fells Mfg. Co.	1233-1234
Footcraft Novelty Works	1105-1122
French Beading & Novelty Co.	1127
Gabriel-Century Wood Heel Co.	1003
Gitterman & Co.	928
Golden Leatherboard Co.	1103
H & W Shoe Supplies	1026
Haley-Cate Co., Inc.	1102-1126
Holden & Quick Inc.	1021
Holland Mfg. Co.	925-926
House of Trimmings, Ltd.	1107
Jean Brock Styles	1028
Korex Coating Corp.	1117-1118
Lewis, Al, Shoe Supplies	927
Lowell Counter Co.	902
Lynn Innersole Co.	1233-1234
Middletown Rubber Corp.	1114
Monroe Machine Co.	924
Moore, Maynard H. Jr., Inc.	945-946
The Moore Shank Co.	902
National Backing Corp.	1007
Ouimet Stay & Leather Co.	1104
Palatine Corp.	1138
Pine Hill Products Corp.	1025
Phillips-Premier Corp.	933-934
Raymik Shoe Fabric Co.	1022
Respro Inc.	1102
Riker Co.	938
Rockmore Co. Inc., The	1017-18
Rockmore, Chas. I., Inc.	1245-46
Ronci, F., Co. Inc.	1123
Rosemont Silk Co. Inc.	1038
Schiff, Lawrence Silk Mills, Inc.	917-918
Schiff Ribbon Corp.	917-918
Service Backing Corp.	901
Skinner, William & Sons	903
Sterling Last Corp.	1045-1046
Taylor, Thomas & Sons Inc.	1125
Theise Bros. Co.	845-846
Thermco Products Corp.	916
Union Bay State Chemical Co.	902
United Last Co., Ltd.	1001
Vamos, Alfred, Inc.	1133-34
Venus Art Embroidery Co.	921

Canadian Report

Wholesale prices of hides and skins in Canada dropped to 156.2 in Dec., 1948, as compared with 163.0 in Nov., the latest report of the Prices Branch of the Canadian Govt. states. This was still higher than the 153.4 recorded in Oct. though far below the 180.6 of Dec., 1947, on the base of 1926 equals 100.

Wholesale prices of unmanufactured leather sold in Canada moved up to 179.1 in Dec. as against 177.2 in Nov. and Oct., though still below the 200.5 registered in Dec. a year

ago. No changes occurred in wholesale prices of boots and shoes which remained at 161.8 in Oct., Nov. and Dec., 1948, compared with 167.6 in Dec., 1947.

Footwear Production

In the first 11 months of 1948, leather footwear production figures showed the following (corresponding 1947 figures in parentheses): Men's, 7,035,807 (8,870,567) pairs; Boy's, 1,094,073 (1,493,292); Youths', 353,017 (435,615); Women's and Growing Girls', 14,053,384 (14,549,351); Misses', 2,374,170 (2,458,090); Children's and Little Gents', 2,045,173 (2,343,125); Babies' and Infants', 2,667,172 (2,875,632); total 29,622,796 (33,025,672).

Exports of leather and leather products declined to $1,070,000 in Dec. as compared with $1,738,000 in Dec., 1947. Total exports for the year amounted to $13,019,000, a decline of more than $7 million from the $20,320,000 recorded in 1947.

Imports of raw hides and skins in Dec. advanced to $828,000 from the $824,000 of Dec., 1947, while imports of unmanufactured leather dropped to $400,000 in this period, compared with $520,000 for the same month a year ago. Manufactured leather fell to $337,000 as against $433,000 in 1947.

Imports of raw hides and skins during the 12 months of 1948 dropped to $8,351,000 as against $12,011,000 in the previous year. Imports of unmanufactured leather decreased to $4,985,000 from $574,000 in 1947 while manufactured leather fell to $5,425,000 as against $7,459,000 in the preceding year.

Failures Increase

Commercial failures during the first three-quarters of the year were up sharply from the same period a year ago. Six bankruptcies among boot and shoe manufacturers were recorded, compared with two in 1947. In the third quarter of 1948, three failures among boot and shoe manufacturers were registered as against none in the same period of 1947.

A total of 25 commercial failures were reported in the leather and fur manufacturing industry in this period. Only 13 were registered during this time in 1947. In the third quarter of 1948, there were 11 such failures as against only two a year ago.

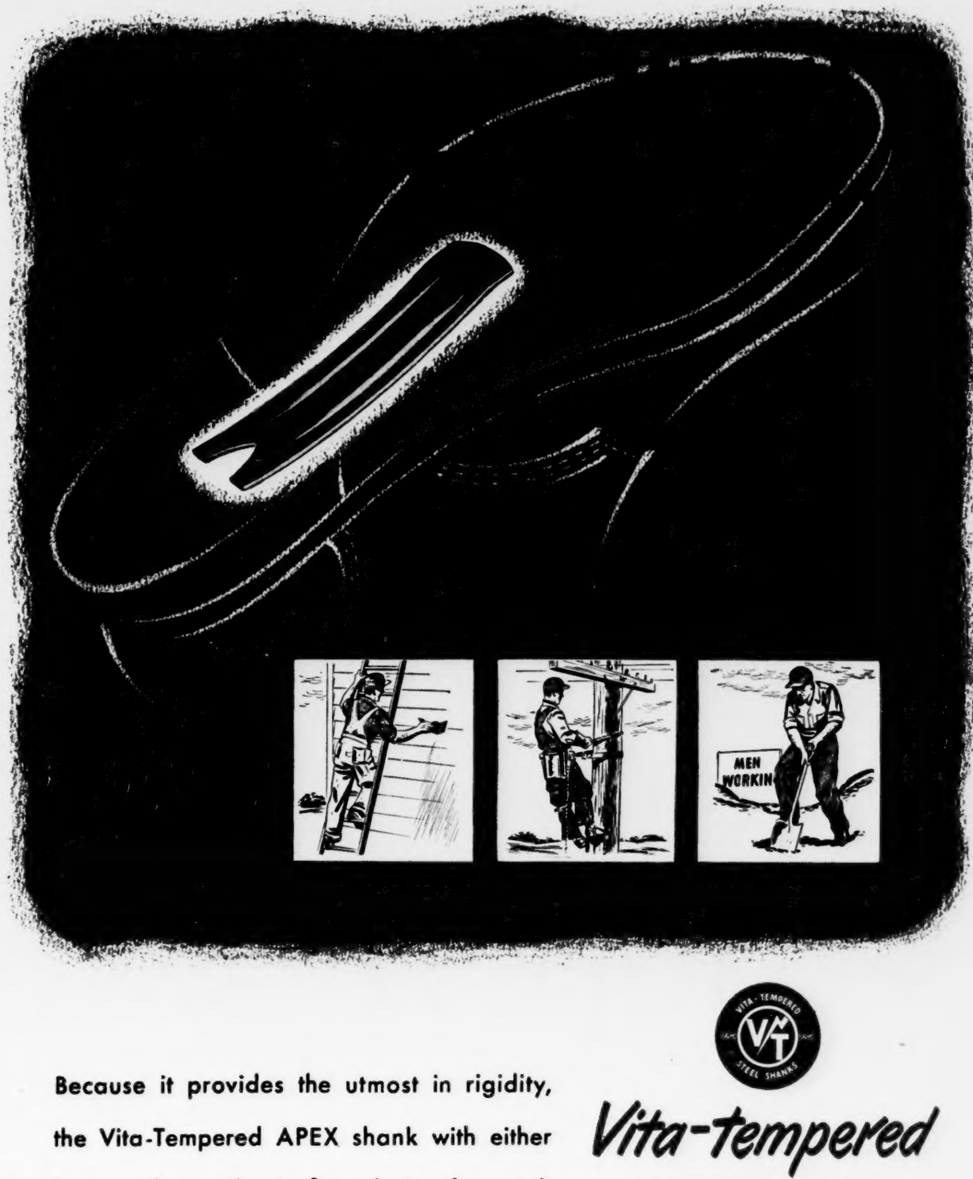
Salvage Frozen Hides

Western ranchers and farmers stand to collect over $5 million for hides and skins of cattle and sheep lost in the Jan. blizzards, the National Hide Assn. reports. The association claims that the estimated 250,000 to 500,000 livestock frozen or starved to death during the storms do not represent a total financial loss, since the intense cold preserved the carcasses.

John Minnoch, executive secretary of the NHA, said that estimates were based on industry surveys of livestock losses and current hide market prices.

Argentine Import Decree

A new Argentine import decree has been issued confining imports to essential materials from soft currency countries with reciprocal bartering agreements indicates an early sale of Argentine hides at rates equal to the U. S. market, according to Julius Schnitzer, chief of the textile and leather division of the Department of Commerce. He added that Argentine rates are now 33 percent higher with about a million and a half hides unsold.



Because it provides the utmost in rigidity, the Vita-Tempered APEX shank with either two or three ribs is first choice for work shoes and other heavier types of footwear. And, like all United shanks, the APEX is fitted to the shoe manufacturer's run of lasts.

Vita-tempered

STEEL SHANKS

are Tough, Hard, Uniform

- **Fit like master models**
- **Clean, ready to use**
- **Preserve balanced tread**

UNITED SHOE MACHINERY CORPORATION, BOSTON, MASSACHUSETTS

China Communists And Goatskins

Paul Komor has spent almost a half century in China as an importer and exporter of hides, skins, leather and tanning materials. He is a keen observer not only of his own industry but of political and economic conditions as well—with particular emphasis on Chinese conditions. His observations set forth in this letter are of special interest to U.S. goatskin tanners.

Gentlemen:

It appears to me rather dangerous to attempt, at this time, to predict, what the Communists might do if and when they gain dominant control of all of China.

I have several ideas on the situation and I rather think that these ideas are shared by many people who have decided to stick it out in China and to hope that things will go as they and I think that they will. This idea is, to put it into very few words, that it will be possible to do "business" with the Communists in a political and economic sense.

Whilst the U. S. Government has now, at long last, realized (at least I hope that it has) the futility of supporting a thoroughly rotten and corrupt regime in China, it has, I think, also come to the realization of what I have said in the previous paragraph and has implemented that idea by leaving the U. S. Ambassador, Dr. Leighton Stuart in Nanking. The Ambassador will there probably meet some of his former students from Yen Ching University, who are now serving as administrative officers with the Communists.

The consensus of foreign opinion in China on the Communists is, that their administration is honest and that the administrative organs are efficiently and honestly run. That they not only preach ideals but also try to live up to them. That they do not talk about the "livelihood of the people", the while amassing untold and fabulous riches as have the present regime, its satellites and hangers-on, but that they also try to do something to ensure "the livelihood of the people". Just this little fact is being frequently overlooked. But it should not be forgotten, that the Communists have a very large part of China and all of Manchuria under their control and this could not have been achieved had the people in those territories and those in their progress through territories originally in Nationalist hands, not been with them. Remember, the Communist armies knew what they were fighting for. The Nationalist armies did not. That made all the difference.

As I see it, it would be illogical for the Communists to continue the methods of the present regime in obstructing trade. On the contrary, I imagine that the Communists will wish to show, in fact, they will have to show, that they can put the country back on its feet again. To this end, they will have to do "business" and to do business where it will bring the most advantage to the economy of China.

Do you think that Soviet Russia has, in comparison to the U.S.A. and, may I say, the Western Allies, such advantages to offer?

If your reply to the above question is in the affirmative, then much of China's produce, including Goatskins, Hides, Furs etc. may go to Russia. But, what would Russia do, for instance, with Szechuen, Hankow, River or Tientsin Goatskins? Has it got tanneries to make leather of them? If so, has it got the market for the leather?

Before the War, the main market for China Goatskins was Germany and the U.S.A. As far as I know, the German Tanners who used China Goatskins are in the Russian Zone (Freudenberg, Heyl, Mayer) but their production is not back to normal. What they produce is produced for Russia. I have not heard that they are exporting any leather to Western countries. There is also a "back-log" of needs in leather for the people in Germany and I hardly think that, either for Russian purposes or for that of the German consumer, Kid leather would be of much interest at this time.

It seems to me, therefore, that the U.S.A. is still the potential customer it has been for decades for China Goatskins and that the skins will follow the demand.

I know that the Central Trust of China, a Government Organization, has shipped large quantities of Chungking Bristles in the postwar period to Russia in payment of Lend-lease (?) or other supplies received from Russia during the war. I believe that these Bristles found their way from Odessa to New York, where they were sold at lower prices than shippers from China could offer them at in direct trading with their customers. This might have happened also with some lots of Goatskins. I understand, however, that China's debt to Russia has now been liquidated. Knowing that China is actually free of such debts, would be an interesting point to establish definitely.

These are the speculations. My personal view is that China, under the Communists, will not go behind the Iron Curtain and that it will not allow itself to be dictated to by Moscow. This, to a great extent of course, depends on the reception the new Regime, when it comes in, gets from the various powers and, from the U. S.A. Inasmuch as U. S. policy cannot possibly have blundered more than it has done during and after the war, it is sincerely to be hoped that better counsel will now prevail. I sincerely believe, as I have said, that "business" can be done with the Communists and one particular reason is, that these Communists are Chinese. Chinese, like the many millions of Chinese of that great country all of whom want to work, want to live and earn and; as they say "wanchee do bisiness".

There is, of course, also this to consider: Just how long will the high ideals, the honesty and incorruptibility of the Chinese Communists last? The Nanking Regime, when it started out from Canton in 1927 was also filled with high ideals and a lot of fancy phrases borrowed from the vocabulary of previous revolutions the world over.

But once the "Liberator" Chiang and his family and friends had their noses in the feed-bag—they gave no one else a chance, that is, in a really big way. The corruption which had its roots at the top of the Governmental Tree (rather paradoxical) spread on fertile soil to the roots.

This phenomena is by no means new. It goes back as far as the ancient Republics and Empires and also some modern ones.

It is undeniable, that it has, in the past, been very difficult for a Chinese public servant to be incorruptible. The fact is, that corruption is in his blood. The "Squeeze" is an accepted and national custom. Something that has existed since there have been Chinese.

Will the Chinese Communists be able to rectify that which centuries have not been able to do away with? Will they want to and if they want to, will the Chinese people let them? Only the future will show.

From the foregoing you will realize why I refrain from following the example of those who, with certainty, predicted the election of Dewey. True, at that time, I put my chips on Truman. But China and the Chinese is a different thing and so much depends on what happens outside of China that an upset is always possible.

If the U.S. Tanners get no Goatskins because these go to Russia, then also other produce will go to Russia and the U.S. will have to do without them. But this possibility should have been thought of sooner and the China situation examined and treated differently, when there was yet time. Now it is too late, in spite of all that General Claire Chenault, Senator Bridges, Bullitt, or any other Chiang Dynasty booster might say.

The only thing which might now save China from the Communists is General Douglas MacArthur, 500,000 G.I.'s, the U.S. Navy and what have you and, I feel sure, China Goatskins are not worth all that to Uncle Sugar.

Paul Komor

Dismiss Pre-War Charges Against Four Packers

Four pre-war indictments charging the "Big Four" packers and others with price fixing conspiracy have been dropped, the Anti-Trust Division of the Justice Department has announced. Principal defendants in the indictment were Armour, Swift, Cudahy and Wilson.

The packers, however, must still face charges of violation of the Sherman Act filed last September in a civil action suit by the Justice Dept. The action seeks to split the four firms into 14 competing companies.

Gruelling 1949 Competition Seen For Luggage Manufacturers

Declining sales, luxury tax, rice resistance, top-heavy costs, and an industry rife with small and "surplus" operators—these point to a year of grim competitive survival.

THOUGH on first glance the outlook for the U. S. luggage industry may appear satisfactory, a second and further glance belies the surface appearances. At present the luggage manufacturers are engaged in a fierce battle for survival. Sandwiched between a 20 percent luxury tax and top-heavy costs on one side, and price resistance and declining unit sales on the other, most luggage manufacturers see no solution except the devil take the hindmost.

Leather Luggage Outlook

It is estimated that about 25 percent of all luggage made is of leather, the remainder non-leather. This ratio has been maintained over the past 20 years. There have been some fluctuations, always favoring non-leather luggage, due largely to corresponding price fluctutations in leather markets.

Maurice A. Levitan, executive vice president of the Luggage and Leather Goods Mfrs. of America, Inc., believes that "unless there is a definite decline in the price of leather, 1949 may see a greater proportion of non-leather luggage." As to the over-all outlook, he states that he is "not pessimistic about the outlook for the sale of luggage in 1949." Again, as regards prices, "based on material and labor costs, I do not believe there will be any appreciable decline in luggage prices except in specific instances of promotional sales and discarded merchandise."

As with almost all commodities, retail luggage sales over the past 10 years have shown a phenomenal climb. Following are the figures:

1938—	$ 54,200,000
1939—	51,900,000
1940—	54,000,000
1941—	68,300,000
1942—	89,300,000
1943—	113,000,000
1944—	117,000,000
1945—	135,000,000
1946—	206,000,000
1947—	221,000,000

During the years 1942-45, the production and sale of leather luggage was prohibited by the government. Non-leather luggage sales during these years, however, flourished spectacularly, as the figures reveal.

Sales Sag

During the latter part of 1947, the pinch on luggage sales began to be felt, and the pinch became quite painful in 1948. The dollar volume figures of four times those above prewar concealed underlying conditions. Whereas before the war there were about 400 luggage producers, in 1948 there were around 800. Thus the increased volume of sales over prewar had to be spread thin among a doubled number of producers.

In the entire luggage industry only about 12 producers gross $1,000,000 or more annually. The remainder is a conglomeration of small manufacturers, and one- or two-man shops.

Samuel Brier, president of the Belber Trunk & Bag Co., largest luggage manufacturer in the east, takes a dim view of the outlook. He paints a dismal picture of price-cutting, desperate dumping of inventories, consumer price resistance and a continued luxury tax which altogether signal a period of white-heat competition during which many producers and retailers alike will be hurt, some fatally.

"The weeding out process is under way," says Brier, who has been manufacturing luggage for the past 47 years, and whose main plant is now located in Philadelphia. "And it is going to continue for some time. My view is that our business is going to suffer from this cutthroat competition for six to nine months more, perhaps longer."

Last year many manufacturers began to cut prices, and the practice spread. Some producers, caught with large wartime inventories, began to dump these stocks onto the market with drastic slashes in price. Today prices are off about 40 percent from a year ago on popular-priced luggage. Manufacturers' sales are off a reported 25 percent from last year. Nevertheless, most manufacturers see a fairly steady sales dollar volume ahead, close to the estimated $270,000,000 figure (retail) for 1948. Here again, however, this substantial figure is deceptive relative to net profits, for with prices slashed while high costs held their ground, take-away net profits were in many cases barely visible.

Meanwhile, price pressures from

("News" continued on page 38)

A Czechoslovakian-produced shoe stitcher was one of the many machines on display during the recent Czechoslovak Industries Fair held at Rockefeller Center, New York City. Examining the machine are Dr. Vladimir Houdek, Czech delegate to the United Nations; George J. Janecek, aide to Benjamin V. Cohen; Benjamin V. Cohen, of Chile, assistant secretary-general of the UN Secretariat; and Dr. Karel Fink, Czech commercial attache.

Shoes

Productivity In The Shoe Industry

By Lewis H. Earl

Under the Direction of George E. Sadler
U. S. Bureau of Labor Statistics
Productivity and Technological Development Branch

A detailed study covering a seven-year period of industry productivity. Manufacturers can learn, apply and profit.

AN AVERAGE of three-fourths manhour was expended per pair of shoes manufactured in 1945, according to reports from 166 representative shoe factories. Men's dress and work shoes combined required an average of 0.93 manhour per pair. The level for dress shoes (1.06 man-hours per pair) was practically double that for work shoes (See table 1).

The composite man-hour average for all types of women's shoes (0.90 per pair) was approximately the same as that for men's dress and work shoes combined, while the average for youths' and boys' shoes (0.76 per pair) was somewhat lower. As would be expected, the average man-hours per pair for misses', children's, and infants' shoes and for house slippers was well below the average for the other types; house slippers required less than one-fourth of the man-hours required per pair for men's dress shoes.

A direct relationship exists between the level of man-hours per pair and the price class of shoe, the highest-price shoes requiring from three to four times as many man-hours as the lowest (table 1). The higher-quality shoes are customarily manufactured of better materials and more time and skill are required in the cutting and matching of leathers. The higher priced shoes are characteristically produced in a greater range of sizes, widths, and designs. This diversification involves shorter runs on identical products which results in higher average man-hour requirements per pair. The higher priced lines ordinarily offer a greater variety of styles, a factor that increases labor because of the continual adjustment of factory operations to meet style demands.

There are also significant variations in man-hours per pair for individual producers within any given price class (chart 1). These differences reflect the composite influence of a great many conditions relating to the operations of each establishment, including the type and diversity of the product pattern, volume of production, degree of plant capacity utilization, rates of labor turn-over and absenteeism, average experience and skill of the work force, management efficiency, quality of materials, age and condition of machinery, soundness of factory layout, and effectiveness in scheduling production.

Distribution of Man-Hours

In most shoe factories the stitching room or upper fitting department is the largest in terms of labor requirements. Often it is larger than any two of the other departments. Table 2 shows the percentage distribution of total factory man-hours

Table 1.

SHOE MANUFACTURE: AVERAGE MAN-HOURS EXPENDED PER PAIR SELECTED TYPES OF SHOES, 1945, BY CLASS OF SHOES AND FACTORY PRICE LINE

Class of Shoes	All Lines	Factory Price Line[1] Low	Low Medium	Medium	High Medium	High
All classes of shoes reported	0.73	—	—	—	—	—
Men's	.93	—	—	—	—	—
Dress	1.06	0.79	1.01	1.21	1.73	[2]
Work	.55	—	—	—	—	—
Women's	.90	.53	.96	1.36	1.80	2.04
Youths' and boys'	.76	—	—	—	—	—
Misses' & children's	.55	.39	.56	—	70	.93
Infants'	.34	[2]	—	—	—	.46
House slippers	.25	.14	—	.32	—	[2]

[1]The average factory price in 1945 was used to classify establishments by price groups. The classifications for the different types of shoes were as follows:

Men's: Low, under $3.25; low-medium, $3.35 and under $4.00; medium, $4.00 and under $5.25; high-medium, $5.25 and under $7.50; high, $7.50 and over.

Women's: low, under $2.25; low-medium, $2.25 and under $3.25; medium, $3.25 and under $4.25; high-medium, $4.25 and under $6.00; high, $6.00 and over.

Misses' and children's: low, under $1.50; low-medium, $1.50 and under $2.00; high-medium, $2.00 and under $2.50; high, $2.50 and over.

Infants': low, under $1.00; high, $1.00 and over.

House slippers: low, under $1.50; medium, $1.50 and under $2.00; high, $2.00 and over.

[2]Not shown to avoid disclosure of individual companies.

consumed between six departments and plant indirect labor in representative factories producing nine price classes of men's and women's shoes. The stitching rooms and the finishing and packing departments are relatively larger in factories producing women's shoes.

On the other hand, factories producing men's shoes require relatively more labor in the sole leather or stock fitting functions and in the bottoming and making departments. In the production of women's shoes the higher priced types tend to use more of their labor in the upper cutting department whereas the lower grade shoes have small upper cutting departments and relatively larger stitching rooms. The relative size of these departments may vary considerably from factory to factory depending on the types of shoes produced and the individual factory organization.

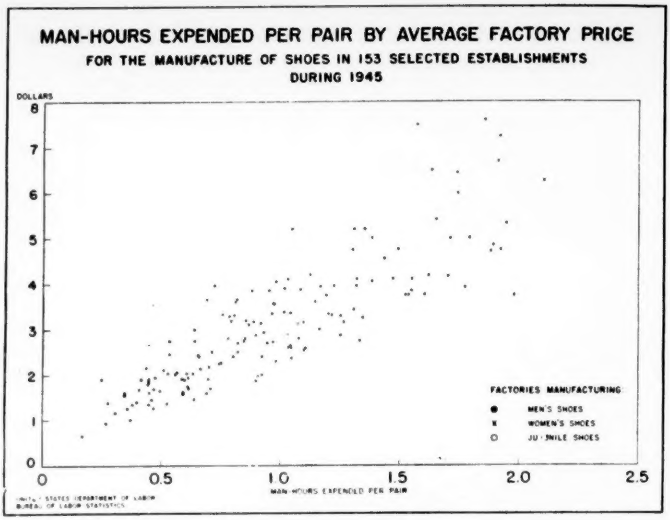


CHART 1

Trends Labor Types

Average factory man-hours expended per pair in the manufacture of all types of shoes combined declined approximately 9 percent between 1939 and 1945 (table 3 and chart 2). Except for a slight rise in 1942, the man-hour index decreased each year during the period, the reductions being attributable chiefly to the high level of output, the wartime limitation of styles, the elimination of many fancy types which required a relatively high number of man-hours per pair, large orders of similar types of shoes, and limitation of highly seasonal production operations. The general gains in productivity were accomplished despite operating difficulties incident to shortages of labor and materials which were particularly severe during the war years.

On the basis of employment and weekly hours data compiled in the Bureau of Labor Statistics and production data collected by the Bureau of Census, it is estimated that man-hour requirements per pair continued to decline in 1946, but took an upward turn in 1947. The level in the latter year, however, was still below 1939 for the industry as a whole.

The index for direct operating labor, which constituted over 90 percent of the man-hours expended, declined somewhat more than the index for total factory man-hours, particularly during the years following 1942 (table 3): by 1945, the level was 11 percent below the 1939 base.

In contrast, the index for indirect (or overhead) labor rose over 18 percent during the same period, the steady increase being interrupted only in 1941. During normal periods of operation, high volume allows the distribution of overhead labor over a large number of units, and reduces unit labor cost. During the war years, however, indirect staffs increased abnormally for a number of reasons, including the training and extra supervision for new workers. This indirect labor increase was characteristic of many other manufacturing industries during the war years 1942 to 1945, and in some industries extended into the reconversion period as well.

Trends by Type of Shoe

While man-hours expended per pair for shoes of all types declined generally during the years studied, substantial variations in detail occurred in the trends for individual types. The most substantial and consistent reductions took place in establishments producing women's shoes; the indexes for high-medium-price and high-price shoes declined somewhat less than those for the lower-price classes (table 4). Indexes for the various classes of juvenile shoes were generally downward, but the

(Continued on page 22)

Table 2.

PERCENTAGE DISTRIBUTION OF MAN-HOURS EXPENDED IN THE MANUFACTURE OF SHOES, 1945

By Department and Price Line

Type of Labor and Department	Percentage of Total Factory Man-Hours Expended: Price Line: Low	Low-Medium	Medium	High-Medium	High
			Men's Dress Shoes		
Indirect Labor	11	8	6	7	—
Direct Labor:					
Sole Leather	12	7	7	12	—
Upper Cutting	14	11	11	11	—
Stitching	22	28	30	28	—
Lasting	12	13	12	11	—
Bottoming & Making	18	17	19	18	—
Finishing & Packing	11	16	15	13	—
			Women's Shoes		
Indirect Labor	10	9	11	8	5
Direct Labor:					
Sole Leather	6	5	5	6	7
Upper Cutting	7	11	14	13	15
Stitching	36	29	29	29	29
Lasting	14	15	10	13	11
Bottoming & Making	12	14	13	14	16
Finishing & Packing	15	17	18	17	17

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CEMENTS
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These cements are designed to help you in slip lasting operations . . . *first,* by providing the cement characteristics necessary to do a specific job . . . *second,* by fitting into your work schedule.

- Be Be Bond 542 (SOLVENT type). A popular general use cement for covers, platforms and sock linings. Applied by hand. *Crude rubber base.*
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- Be Be Bond S-759 (SOLVENT type). Provides a week-end tack and a strong bond . . . for covers, platforms and sock linings. Hand or machine application. *Synthetic rubber base.*
- Be Be Tex 7788 (LATEX type). This cement with overnight tack is a fast drying cement with a good bond. Use it on sock linings, platform covers and inner or outer platform surfaces. Spray, hand or machine application. *Synthetic latex base.*

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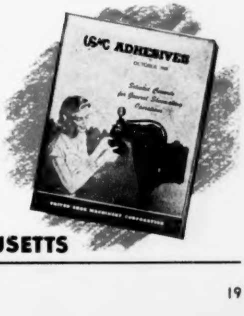
Note: Cements made from natural latex are compatible with natural solvent cements — Synthetic latex cements are compatible with synthetic solvent cements.

Want information about MORE shoemaking cements? . . . you'll find it in a concise 8-page guide titled "USMC ADHESIVES." Ask your United sales representative for the latest copy.



UNITED SHOE MACHINERY CORPORATION, BOSTON, MASSACHUSETTS

changes were considerably more erratic than for women's shoes.

The index for men's shoes declined somewhat during the years 1940 to 1943, but rose thereafter almost to the 1939 level. Trends in total factory man-hours for men's dress shoes in the several price classes varied only slightly. In contrast to the trend for most other types of shoes, the man-hour index for men's work shoes rose during the years 1941 to 1944. The principal cause cited for this variance in trends was the fact that men's work shoes, always a relatively standardized type, received little or no benefit from the simplified wartime styling applied to most other types.

Trends by Area and Plant

Analyses were made of man-hour trends in the manufacture of various types of shoes, by geographic area, size of plant, and method of shoe construction. On the basis of geographic area, it appeared that the major strides in reducing man-hours per pair during the 1939-45 period were made by New England establishments, which reported favorable trends in production of all types of shoes. Seasonal fluctuations characteristic of prewar operations in New England establishments had been smoothed out to a constant rate relatively close to capacity operations.

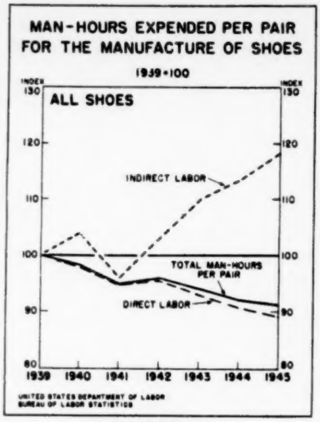


CHART 2

In addition, New England factories apparently had not operated as near to capacity levels in 1939 as had firms in some of the other areas; also, they had engaged in production to customer specifications to a large degree. Consequently, wartime standardization and simplification, together with higher production levels, contributed more substantially to reduction in factory man-hour requirements in New England than in other areas.

The indexes of man-hour requirements for various sizes of factories varied considerably according to product. In manufacture of men's shoes, the large plants reported less favorable trends than the small and medium-sized plants, but in women's and juvenile shoes the large facilities made the greatest progress in reducing man-hours per pair. One explanation cited was the fact that large factories manufacturing women's shoes, which generally had a greater variety of styles in prewar years, had more to gain in reduction of man-hours per pair, from the wartime curtailment of styles and patterns.

Trends by Type of Construction

Factories producing women's shoes employ a wide variety of constructions or methods of attaching the sole to the uppers. During the period 1939 to 1945 establishments using the cemented type of construction reported the greatest declines in man-hours expended per pair. This was principally because of shoes of this type follow style changes more closely than those of other constructions; consequently the firms making them benefited to a greater extent when style simplification orders were issued during the war. Factories producing McKay-Littleway and welt constructions of women's shoes lowered man-hours required per pair about ten percent from 1939 to 1945 as compared with a more than twenty percent reduction in man-hours on cement types.

During the war there was considerable development in the manufacture of women's slip-lasted or California process shoes, a variation of the cement construction whereby the shoe upper is sewed to a sock lining before the shoe is placed over the last. This construction was well adapted to the manufacture of flat heel platform styles and was employed extensively in the non-rationed shoes. Several companies went into the manufacture of slip-lasted shoes. By 1945, more than ten percent of all women's shoes were made by this process. From 1943 to 1945 man-hours required to produce this type of shoe dropped more than for the other constructions, as production problems were solved and volume of production increased.

Although the indexes show the

("Productivity" cont'd on page 28)

Table 3.

SHOE MANUFACTURE: INDEXES OF MAN-HOURS EXPENDED PER PAIR; ALL SHOES REPORTED

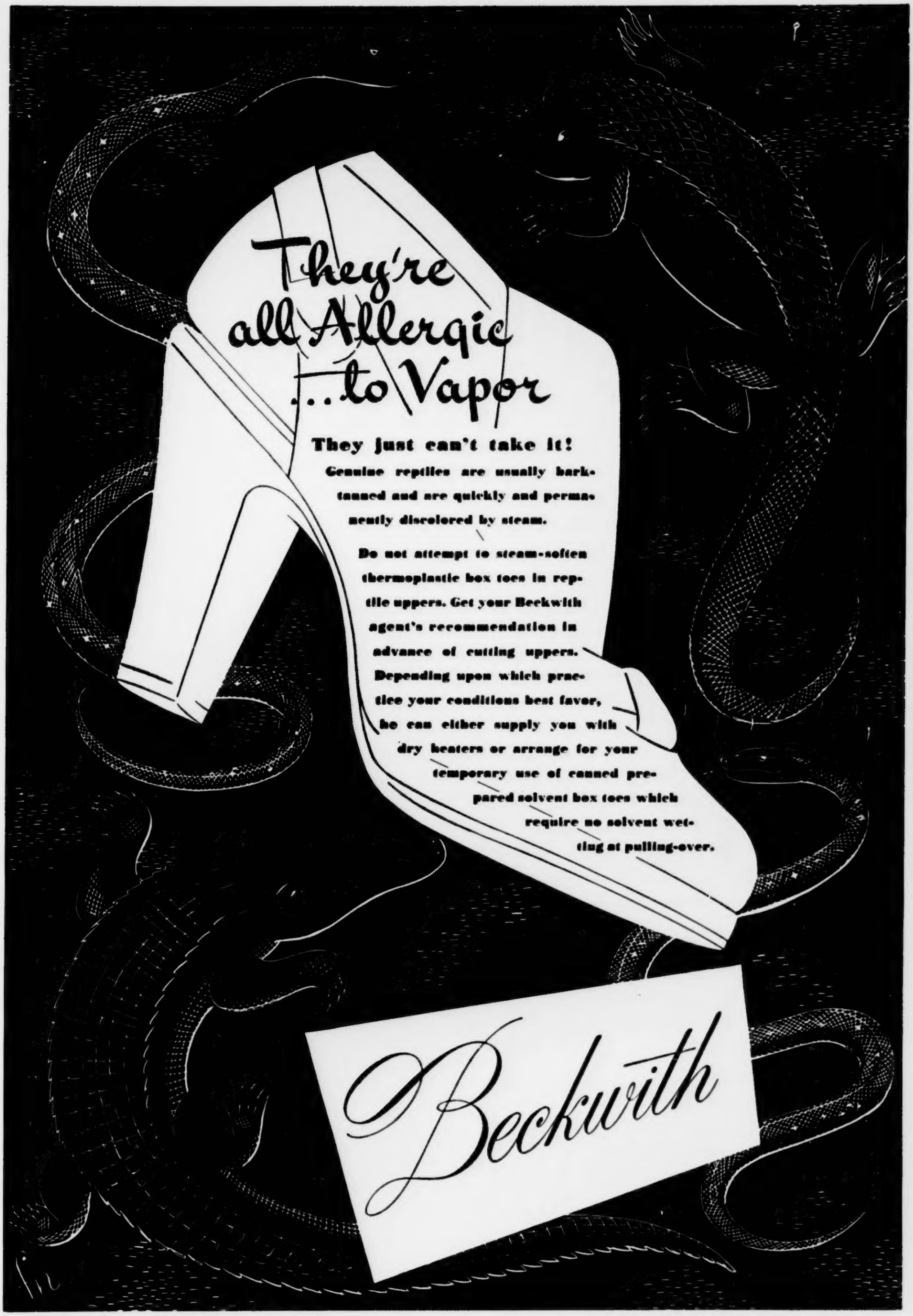
Type of Labor	1940	Indexes of Man-Hours (1939 = 100) 1941	1942	1943	1944	1945
Unit Man-Hours (direct and indirect labor)	98.5	95.0	96.0	94.2	92.2	91.2
Direct Man-Hours	98.1	94.9	95.5	93.1	90.7	89.3
Indirect Man-Hours	104.0	96.0	103.1	109.9	113.4	118.3

Table 4.

SHOE MANUFACTURE: INDEXES OF TOTAL (DIRECT AND INDIRECT) MAN-HOURS EXPENDED, BY CLASS AND FACTORY PRICE LINE[1]

Class & Price Line of Shoe	1940	Indexes of Total Man-Hours (1939 = 100) 1941	1942	1943	1944	1945
All Class and Price Lines	98.5	95.1	96.0	94.2	92.2	91.2
Men's shoes	101.8	98.4	98.6	96.3	97.5	98.8
Dress shoes	101.9	97.7	96.8	93.8	95.0	96.8
Low priced	101.3	100.6	100.4	94.7	93.4	96.8
Low medium priced	98.4	95.8	96.1	95.4	100.3	97.2
Medium priced	100.6	98.4	96.4	95.6	98.8	101.8
High medium priced	106.5	95.5	93.8	91.0	91.1	93.6
High priced[2]	—	—	—	—	—	—
Men's work shoes	101.5	101.8	107.4	108.6	110.0	108.6
Women's shoes	94.2	90.5	91.5	88.5	86.1	84.7
Low priced	94.4	92.2	97.1	96.3	89.3	85.3
Low medium priced	92.5	87.8	86.6	84.2	82.9	81.4
Medium priced	92.8	88.1	88.7	82.4	84.0	83.5
High priced	93.6	92.7	91.9	87.7	88.3	89.4
Youths' and boys' shoes	103.8	92.2	94.8	96.6	98.8	97.0
Misses' and children's shoes	100.7	100.8	102.1	104.5	98.0	94.3
Low priced	103.5	101.8	102.8	104.7	95.8	92.3
High priced	95.9	99.0	100.9	104.3	101.8	97.8
Infants' shoes	92.8	99.5	95.8	103.0	99.0	99.7
House slippers	[2]	[2]	118.3	116.4	101.7	91.9

[1]Average factory price in 1945 was used to classify establishments by price groups.
[2]Not shown to avoid disclosure of individual companies.


They're all Allergic ...to Vapor
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Genuine reptiles are usually bark-tanned and are quickly and permanently discolored by steam.
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New Ideas in

Composite Turn Shoe

Fig. 1 shows an upper of a Turn shoe in preparation for making. Note the manner in which the upper is cut along the bottom line—less stock being allowed for the side lasting portion than for the toe and heel parts. Obviously, this discrepancy can mean that the toe and heel later are to be lasted to the wood. This upper is inside out.

The insole illustrated in Fig. 2 is like any insole save that the heel area is cut away.

In Fig. 3 this process begins to disclose its originality. Here is the upper in reverse united to the insole, but only in the parts of the upper requiring side lasting. A profile view of this step may be studied in Fig. 4. Note the vamp seam in reverse, but more particularly how the insole is attached to the reversed upper.

The total absence of any channel indicates low cost construction that may be accomplished in the Fitting Room on one of several types of machines, either lock or chain stitch.

That the stitching shows on the inside does detract from the construction. But this may be eliminated by channelling the insole or by attaching a stuck-on insole rib. The latter suggestion is merely to show the possibilities of this construction.

Up to this point the shoe has not been turned. Figures 5 and 7 demonstrate the ease and facility with which this shoe may be turned, much easier than a conventional Turn owing to the open and unlasted toe and heel parts. Also, greater ease in turning this shoe is contributed by the lack of the heel of the insole that is inserted later after the turning operation, as indicated in Fig. 6.

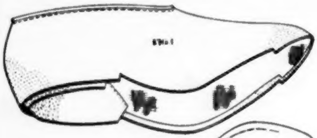
This heel and shank piece combination may be of fibre, plastic, or leather, and may be inserted into the turned upper just before inserting the counter into its pocket, illustrated by dotted lines in Fig. 5.

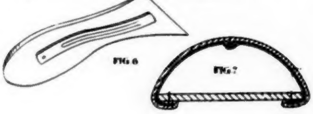
Up to this point, the process exhibits something of California structure, having much in common with the method of using a Goodyear Stitcher as described in HIDE AND LEATHER AND SHOES, under the title "Slip Lasted Turn" on page 18, issue of April 5, 1947.

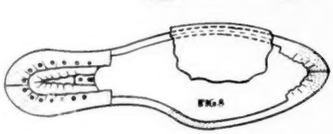
The only difference between these two off-the-last methods of fitting the upper to the sole, or insole in this case, appears in the adaptation of the Goodyear Stitcher to the sewing on of the upper and the attaching of the upper to the insole by means of any suitable straight needle fitting room type of machine. In short, there can be much importance attached to this trend towards attaching the upper off the last by way of the principle of the Turn.

Fig. 8 shows the shoe completely toe-and-heel-seat-lasted to the wood that has been inserted almost at the very completion of this process. Is it not amazing that the important operation of lasting the heel and toe to the wood now can be accomplished with a minimum use of lasts.

This process claims to offer in comparison to prevailing structures, fewer operations, more exactness, fewer machines, prefabrication of much of the shoe in the Fitting Room, speedier production, more foot comfort, increased longevity, and lower production cost.

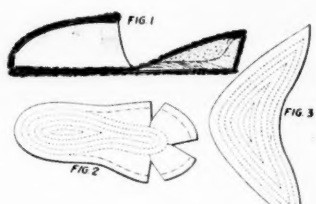






Chenille In Slipper Construction

Fig. 1 shows a finished slipper in profile, including sectional cutaways explaining the assembly particularly that of the upper or vamp. Fig. 2 gives a plan view of the bottom and heel or counter parts. Fig. 3 merely illustrates the vamp eventually attached by stitching, as disclosed in Fig. 1.



In this kind of construction, the insole or outsole, or combination of both, may well serve in creating firmness for both sole and counter and to add wear, especially to the slipper bottom.

The rows of stitching indicated in both Figs. 2 and 3 show the technique of attaching the chenille, these rows of stitches being started from the outside tending to distribute the chenille free from lumpiness and to make for an unfrayed edge.

The same covering treatment is given the vamp, though not too much stress is given the vamp owing to its rather conventional method of

Shoemaking

attachment, but it is to the heel section that attention should be given. Fig. 2 illustrates the V cuts that when drawn together with cement or stitching assume the heel shape.

Into this opening or heel end, a wedge may be inserted as there is no heel to this slipper.

The lap indicated in Fig. 2, at the heel section, up to the vamp, is folded over after the chenille has been stitched on; and in this way, chenille appears on the edge of the heel or counter parts, the top. And so the entire slipper is smoothly covered with chenille.

Inventor: Isadore B. Witlin and Philip C. Raycoff, Los Angeles, Calif.

Simple Baby Boot

Fig. 1 shows a baby boot that meets problems of low cost, comfort, and protection, together with simplicity of fitting and ease of cleaning.

But Fig. 2 illustrates how simply the boot is cut. This is all prepared in two layers between which may be

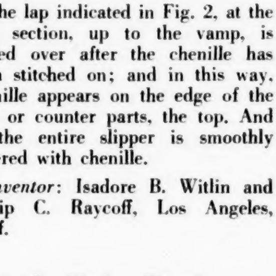


FIG 1

FIG 2

inserted a layer of soft material to act as a kind of doubler for increasing the plumpness of the boot and for protecting the baby's foot. The turning or folding of the edges is not new, but the method of sewing in the loops visible offers interest. Also, in dotted lines are the sewed-on buttons that retain in position the assembly shown in Fig. 1.

Obviously, all the cutting on this pattern merely conforms to the requirements of folding the flat layer into a boot at the different points of folding. For example, in Fig. 1 the ankle strap has been shaped into position; the closed toe of the boot is made merely by turning up a section of the front part of the flatly cut material. And after this material has been so turned up, the mere looping over of the loops to the buttons completely retains the boot in wearable state.

In Fig. 2 a pocket is shown at the back or heel part. This pocket has an open end for the insertion of padding to protect the child's foot, and also to lend comfort when the tot is lying down after his strenuous and early efforts to walk.

Another important feature is that the boot may be unbuttoned and washed, cleaned, or even refinished. Often this kind of shoe is in white, and mothers testify that such white shoes do not remain white long.

The cost of this construction is very low. The comfort afforded is unique in this construction. And the protection around the instep and ankle in conjunction with unrestraint of the normal, healthy growth of the foot gives this construction attractive assets.

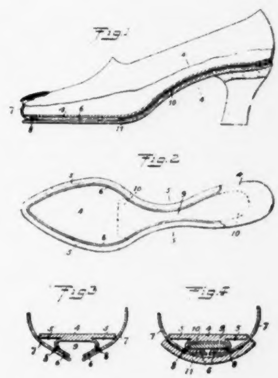
Inventor: Emma E. Griffin, New York, N. Y.

Graceful Construction

A brief discussion of this new process introduces Fig. 1 as a typical example of the finished shoe. It resembles a Turn; it has the simplicity of Turn construction; and it feels like a Turn in wear. And it is a quality shoe that can be made by "green" help with few machines, almost anywhere.

Fig. 2 reveals the insole construction, showing a lip cut. However, this lip is so wide that one might say that the insole edge has been split over more than half its entire area. After the splitting or channelling of this lip, it is turned up ing operation, shown completed in Fig. 3.

To make beautiful shoes for the discriminating feminine taste, one must start with grace and beauty of construction. Fig. 4 continues this



grace in construction, a cross-section of the shank area. The steel shank is encompassed by the insole lip; the attached outsole follows the shank outline in graceful symmetry.

It must be assumed that the forepart bottom is flatter owing to the absence of a shank for which a suitable filler is substituted. In some cases, it is recommended that the insole and upper previously lasted be trimmed quite low, down to the staples if a Staple Side Laster has been employed.

As for the sole attaching, any conventional process may be used, either cement or Littleway type, but in no case should the common McKay be used in this artistic process. The Littleway type of lockstitch, with its fine stitch making for flexibility, is preferable for this construction.

For those who want to simulate a Turn, the outsole illustrated in Fig. 4 may have its edges reduced to a bevelled edge, with the bevel on the inside.

Inventor: Thomas Torio, Corona, N. Y.

SPOT News

Massachusetts

● Co-Ed Shoe Mfg. Co., Inc., Wakefield, has moved its general sales office from 163 to 210 Lincoln St. J. R. Burns is sales manager.

● Hayes & Robinson Co., last manufacturers of Taunton, is reported moving to Haverhill.

● Emery L. Huvos, hide buyer for Geilich Tanning Co., Taunton, who recently returned from Mexico, reports take-off uniformity there is still far from good. Although the country has recently imported more modern tannery equipment, per capita production remains low.

● The 210 Associates, Inc., Boston, has voted to endorse the relief work of the American Friends Service Committee (Quakers) and is asking members for donations of serviceable footwear, cut soles, leather and findings for overseas use.

● Manny Schoenfeld is now sales manager at Coronet Shoe Co., Haverhill. Formerly associated wíth Unity Shoemakers' Corp., he is in charge of the firm's sales and styling.

● Phyllis Shoe Co. has appointed Burton A. Glidden as sales representative in New England.

● Wilbur A. Foster Slipper Co., Haverhill, was recently incorporated into Wilbur A. Foster Slipper Co., Inc., Officers are W. Allen Foster, president, and Wilbur K. Foster, treasurer. The firm manufactures men's moccasins and slippers.

● James T. Keating Co., Boston sole leather dealers for many years, is reported to have liquidated recently.

● Koltz Shoe Co. was recently opened as a wholesale firm in Boston, by Morris H. Koltz. The company specializes in job lots, centering on women's footwear. Koltz was formerly general manager of S. Maistrosky Shoe Co., Boston for 17 years.

Rhode Island

● A charter, authorizing a capital of 500 shares, no par common, was recently granted to Ralph P. Semenoff, Ida Kaufman and Harry Goldstein, Providence, to operate Hazart, Inc. The firm will manufacture leather products.

Vermont

● St. Johnsbury Glovers, Inc., St. Johnsbury glove manufacturers, is contemplating building a new glove factory that will triple present space and double employment. The company manufactures Crescendoe gloves which it ships to the parent firm in Johnstown, N. Y.

New York

● Seymour I. Kawaller has been named sales promotion and advertising manager for Dr. A. Posner Shoes, Inc., New York City.

● Morton C. Simon has withdrawn as a partner in Mademoiselle Shoe Co., New York City manufacturers of slippers and playshoes. The business will be continued by the remaining partners.

● Florence L. Schieren, director of Charles A. Schieren Co., has been named chairman of the Leather Division of the 1949 Legal Aid Society, New York City. The Society is asking $200,000 to continue its work of advising and representing those unable to afford an attorney.

● Ray Hickok, president of Hickok Mfg. Co., Rochester, has announced the appointment of a junior board of directors consisting of 14 young executives who will "increase the number of people in the firm participating in management." The junior directors, chosen from employes, will hold their own meetings and make recommendations to the firm's regular directorate.

Pennsylvania

● Samuel J. Rosenthal has been elected president of Rosenthal Shoe Mfg. Co., Wilkes-Barre manufacturers of infants' footwear. He succeeds his father, Nathan Rosenthal, who died several months ago. His mother, Mrs. Rose Rosenthal, will take his place as treasurer.

New Jersey

● Gaybrand Bag Co., handbag manufacturers, has purchased a 7-acre plot of land in South Hackensack as a site for a new plant.

Canada

● Milton Kramer of Consumers Glove Co., Montreal, has been elected president of the Canadian Glove Manufacturers Assn. He succeeds George Huck of Huck Glove Co., Kitchener. Other officers named are: Gaston Durand, Perrin Glove Co., Montreal, first vice president; Col. E. G. Barrie, Barrie Glove & Knitting Co., Kitchener, second vice president; Norman Gold, Gold Glove Co., Montreal, treasurer.

Ohio

● United States Shoe Corp., Cincinnati, has filed a complaint in U. S. District Court charging White Cross Shoe Co., Inc., with infringing on its trademark and unfair competition. The latter has been using the words "White Cross" as part of its corporate name and as a mark in the sale of shoes, United States Shoe Corp. claims.

Missouri

● M. L. Hawkins has been appointed superintendent of the Hannibal Rubber Plant, Hannibal, according to International Shoe Co. Hawkins succeeds G. B. Britton who is retiring as active superintendent of the local plant but will remain there in an advisory capacity. Hawkins has been associated with International for the past 24 years.

● Assets of Par-Way Footwear Corp., St. Louis footwear manufacturers, are reported sold in bulk recently for approximately $3000. Liabilities are said to include about $6000 in taxes and debts of $39,000 to general unsecured creditors.

● Brown Shoe Co. plant in Dyer, employing 500 workers, was scheduled to reopen on Feb. 14 after a week's layoff. R. E. Jessup, superintendent, reported the close-down as due only to lack of business. The plant has been operating on a four-day week since Christmas.

● An estimated $7300 loss was suffered by Supreme Shoe Co., St. Louis Wholesaler, when a fire swept through the company's sample room and warehouse.

● Norman Goldberg, former manager of Edison Bros'. Chandler's shoe shop in Wash., D. C., has been promoted to regional manager for the 10 Edison stores in Michigan. He replaces Art Elias who has been assigned the regional managerial supervision of the Chicago and Milwaukee Chandler stores. Goldberg's headquarters will be in Detroit.

Illinois

● Herman Liberman has been named field engineer of Paisley Products, Inc., New York and Chicago manufacturers of industrial adhesives. He will specialize in the firm's line of non-warp and flexible animal glues. Liberman has been with the Paisley Chicago plant as sales representative for many years and is considered one of the outstanding authorities on the servicing and adjusting of animal glue adhesives.

California

● West coast Travelers Associates is planning tentatively to stage a seasonal fall footwear show in San Francisco, May 15-18. If plans materialize, the Plaza, St. Francis and Sir Francis Drake Hotels will be used. Gil Winneguth, second vice president of the association, is chairman of the show committee.

Iowa

● Iowa Shoe Travelers Assn. will hold its annual spring show at Des Moines, May 8-10.

Productivity . . .

(Continued from page 22)

average movement in labor requirements per pair for particular classes and groups of shoes, the year-to-year changes in man-hour requirements for individual shoe factories falling within any of the classifications are often counter to the movement of the average. While many factors affect the man-hours required by the industry, these influences do not affect all shoe manufacturers in the same manner.

From one year to another most factories experience neither increase nor decrease by as much as ten percent in the man-hours expended per pair on the same general type of shoe. Factories making men's shoes are subject to less radical year-to-year changes in labor requirements per pair than those producing women's shoes. By examining his own year-to-year trends in man-hours required per pair on the same line of shoes, the manufacturer may determine whether he is keeping pace with the trend of the industry in labor requirements.

Leather MARKETS

Confused market conditions. Buying spotty. New orders generally small. Calf at end of spring run, waits for leather show to point way. Sides widely wanted but buyers very cautious.

Sole Leather

Boston tanners report slower business. Inventory position of tanners very good. Best tannages still hold to steady prices but less desirable merchandise soft. Heavy bends continue as best sellers with up to about 70c asked. No sales reported at above 68c. Medium and light bends bring 68c and down.

Midwestern tanners took it upon themselves to quote sole bends at a more reasonable comparative price level of 68c, rather than the 72c quoted for quite some time. The 68c level has been paid by buyers for at least a week or so. Most demand, however, continues on heavies, with mediums and lights getting less attention. Prices are still holding at unchanged levels for finders' bends and quoted 85, 78 and 69c for 9 to 11 irons. Although business has been slow in chrome-tanned, prices are steady at 73 to 75c on No. 3, 83 to 84c on No. 2 and from 84 to 87c on No. 1.

Philadelphia tanners reported a weak market in factory bends as a result of the drop in hide prices. With natives down, cutters and shoe manufacturers were waiting for greater reductions. New orders are for immediate use. 8 to 9 iron bends were particularly slow. The heavier end sold with less difficulty. A 3c a pound decrease on finding bends and a 20 to 25c cut per dozen on taps brought in some very nice business at one local tannery. Mediums and heavies moved freely with neither weight getting a marked preference. Light weight findings have picked up substantially. Unusual warm weather in this part of the country is believed to have cleaned out finding leather on the repairman's shelf.

Sole Leather Offal

In past ten days Boston dealers have been quoting at one level, selling at another. This week prices are admittedly lower. Very finest steer bellies bring up to 39c but most bring a top price of 38c. Cows bring 34 to 36c; one tanner asks 37c. Single shoulders with heads on bring a variety of prices with up to 48c asked for the best lights. Most bring around 45 to 46c. Double rough shoulders bring between 56 and 60c. Heads have eased a cent, now bring 19c for the best, usually 17 and 18c.

Despite fluctuations in the rawstock market, Midwestern tanners report the offal market unchanged, with the exception of single shoulders. With heads

LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1948 HIGH
CALF (Men's HM)	95-1.10	95-1.10	1.00-1.15	1.30-1.48
CALF (Womens)	90-1.10	90-1.10	1.10-1.20	1.40-1.48
CALF SUEDE	1.05-1.30	1.05-1.30	1.00-1.30	1.45-1.90
KID (Black Glazed)	55-80	55-80	70-90	70-90
KID SUEDE	50-75	50-75	70-90	70-90
PATENT (Extreme)	56-66	56-66	58-63	76-82
SHEEP (Russet Linings)	18-20	19-22	20-24	23-25
KIPS (Corrected)	54-60	54-60	60-66	70-75
EXTREMES (Corrected)	48-53	48-53	52-56	60-65
WORK ELK (Corrected)	50-53	52-56	50-54	56-60
SOLE (Light Bends)	66-70	68-72	80-85	90-95
BELLIES	35-39	36-40	40-42	44-47
SHOULDERS (Dble. Rgh.)	56-60	58-60	70-72	77-80
SPLITS (Lt. Suede)	38-44	38-42	40-42	41-45
SPLITS (Finished Linings)	22-24	22-24	21-23	27
SPLITS (Gussets)	19-20	19-20	18-20	21-22
WELTING (1/2 x 1/8)	8 1/4	8 1/2	10-10 1/2	11-11 1/2
LIGHT NATIVE COWS	25-25 1/2	29-29 1/2	27	33

All prices quoted are the range on best selection of standard tannages using quality rawstock.

off, the price is about 4c lower and quoted at 48 to 50c and from 44 to 46c with heads on. Double rough shoulders (tannery run) are figured slightly higher at 65 to 66c. Steer and cow bellies remain unchanged in price and quoted 38 and 37c, respectively.

Cut Stock

Midwestern cutters revealed a lower price structure of from 2 to 4c, depending on the grade and iron. On the other hand, it was pointed out that the 9½ and 10 irons in men's on fine and semi-fine grades were up from 1 to 2c in the over-all price revision. The new ranges now quoted are 65, 68, 74, 79, 85c on men's fines, including 8 to 10 irons. Semi-fines are quoted 62, 65, 71, 75 and 80c, and No. 1 scratch at 58, 61, 65, 67 and 73c. In women's, 6 to 8 irons, fines are newly quoted at 44 to 45c, semi-fines at 41 to 43c and No. 1 scratch from 37 to 40c.

Welting

Boston manufacturers report demand for regular Goodyear welting in ½ by ⅛ inch stock as good. Men's welting has been helped greatly by military shoe purchases and price holds to about 8½c with some sales reported at 8¼c. Specialty welting demand is slower. Synthetic welting continues to enjoy good business.

Calf Leathers

Most Boston tanners quote the same prices as during the past several weeks but new sales usually wait for price concessions. Tanners point out that skin prices are naturally lower because of seasonal quality, say prices must hold. Women's weights still owed for next several weeks but beyond that lies uncertainty. Best small skins bring up to $1.10. This is but very small part of production. Volume sales made in grades between 65 and 85c. Men's B, C and D grades move well but lower grades slow. Suede calf sells well in all grades up to $1.30 for most lines, slightly higher for one or two.

Anticipated price weakening in the Midwest materialized this week. Tanners quoted prices 5c lower on women's weights and from 2 to 3c lower on men's. Although suede was not actually reported lower, there are strong indications that business is taking place at less money. New levels on women's weights range from $1.01 to $1.05 for B grade, 95 to 97c C. grade, 89 to 90c D grade and 80 to 83c on the X grade. Men's weights, in colors, on the B grade are $1.07 to $1.10, C grade $1.03 to $1.05, D grade 95 to 97c and X grade 83 to 87c. Another 2½c drop was noted in the rawstock market immediately following the downward price revision of the calf leathers, but so far, no additional affect has been felt in the leather market.

Kid Leathers

Orders for black glazed kid were more plentiful in the Philadelphia market as the fall cutting season is beginning to get under way. Top and medium grades are in fairly good demand. Cheaper grades do not find many ready customers.

Suede colors continue highly desirable. Supply is tight. Style shoe manufacturers stress fast delivery and tanners are unable to meet this time factor. Several staple houses have some new suede color lines out for sampling and a favorable reception is anticipated. At the present time blue suede is giving way to browns. If the 1949 trend for colored suede holds up, tanners see a good market in light and darker shades of brown for new fall shoes.

Blue glazed is not moving in large quantities, according to several sources. Only top grades are in demand. White suede is picking up and new orders are impressive. There are still a number of tanners who feel that the outlook on white is too uncertain for more than token production.

The advancing rawstock market is causing much concern among domestic tanners and, in order to stop further increases, a meeting to discuss the possibilities of boycotting the goatskin market has been scheduled in New York this month. Since October of 1948 the price of skins has risen 10 percent and, in view of a 300 percent increase over 1938, tanners feel the need to find some effective means of bringing skins down to a reasonable figure.

Men's weights in brown are beginning to come forward again. Supply is adequate for immediate demand. Brown glazed for women's shoes is lagging behind normal demand but tanners look for improvement in the near future. Linings are not piling up anywhere. One tannery which made only occasional lots has put linings on a regular production basis.

Boston tanners enjoy good suede and lining business, little else. Though quotations reach as high as 90c for suede, production of such grades is very small. Most business done at 75c and down. Black orders increasing, colors fair, white good. Glazed kid very slow but interest increases and sampling likewise. Little call for leather above 80c. Linings sell best in grades below 35c.

Patent Leather

Boston tanners talk of increased interest in patent but sampling has not yet produced appreciable business. Kips quoted at 76c and down, usually bring closer to 70c and down. Extremes bring up to 66c in some sales, usually less. Sales of large leather not often above 50c though quotations much higher.

Sheep Leathers

Boston tanners report linings still active with russets bringing up to 20c, volume grades between 12 and 16c. Some boot linings have brought a cent or two above 20c. Colored vegetable linings priced at 21, 19 and 17c for volume grades. Chrome linings active in grades around 26c, up to 30c asked for best grades. Garment sheep very slow. Price keeps it out of market. Hat sweat and novelty sheep quiet.

Quietness continues in the Midwestern market. Tanners report business exceptionally poor. Despite this, no change is reported in the price structure. Russets (popular grades for shoes) are quoted 14 to 18c. In linings, colored vegetables are quoted 18

to 22c and colored chrome at 28c. Garment suede is priced at 28c, with the grain garment from 26, 26, to 22c. High colors grain garment is quoted as high as 28c.

Side Leathers

Boston tanners notice slackening interest as Easter run nears its end. Much leather still owed for such shoes but new orders slower. Heavy aniline types still widely wanted at up to 60c for very best extremes. In regular finishes there is fair to good call for lighter weights. Corrected kips bring up to 60c at one store, up to 57c at another; still lower for some tannages. Large corrected leather brings up to about 48c with best business done in lower 40s. White sides still very much wanted if delivered on time. Work shoe elk slower. Up to 53c for very best.

Splits

Good suede splits widely wanted in Boston market. Up to 44c asked and obtained for lights; up to 47c for heavies. Most lines quote 42c top price for lights. Finished linings in moderate demand this week. Best bring 24c. Demand for work shoe splits has fallen off sharply. Up to 30c asked. Retan sole splits still fairly active between 30 and 40c according to worth. Weight, trim, etc., make the difference.

Glove Leathers

The spring glove season is definitely a washout. Nothing that buyers can do now will help to make it profitable Orders have not been placed and time is running out.

There has been a slight pickup in tannery production. A modest amount of raw stock has reached here and is being processed. Rawstocks should be started through the beam houses about this time in order that the leather be available for this coming fall's business.

Raw skin prices are firm and leather prices are steady. The above sentence is getting to be the theme song of Fulton County. The glove manufacturers are hoping that someone will smash the record.

Grade	Cabrettas	Grey Peccary	Deer-skins	Domestics
1	75c	95c	55c	33c
2	70	80	50	30
3	65	65	45	27
4	60	45	35	24
5	50	35	25	21
6	35	25	20	
7	38	20	15	

Suedes

Grade	Men's Grey	Domestics
1	40	40
2	32	32
3	24	

Belting Leathers

"Belting is the slowest cut on the books" according to rough leather tanners. Less than fair belting business is reflected in belting manufacturers unwillingness to enter the raw materials market.

Shoulders going to the specialty trade accounted for the largest percentage of business in that cut. Tanners, well aware that welting is the backbone

of the shoulder business, are evincing concern regarding the prolonged poor market.

Bellies are moving well. A few big orders took everything one tanner had to offer. Heads were no problem at most tanneries.

Curriers call business "pretty slow". Prices are holding to lists but any good prospects (and there are none) for sure turnover would very likely receive special consideration. "We're just managing to work a forty hour week without building up inventory," tanners say.

BELTING LEATHERS

No. 2 Ex. heavy	$ .95
No. 2 Ex. light	1.03
No. 3 Ex. heavy	.90
No. 2 Ex. light	1.02

CURRIED BELTING

	Best	1	2
Bend Butts	1.25-1.40	1.20-1.40	1.15-1.38
Centers (12")	1.54-1.70	1.47-1.65	1.33-1.40
Centers (24")	1.50-1.68	1.43-1.63	1.33-1.38
Centers (36")	1.38-1.63	1.32-1.38	1.26-1.33
Wide Sides	1.18-1.32	1.14-1.28	1.07-1.12
Narrow Sides	1.10-1.16	1.06-1.12	.97-1.07

(Ex. lights 12c more; lights 5c more; ex. heavies 10c more).

Bag, Case and Strap

Other than the fact that there is good demand for top quality material, business is rather slow in this market.

● Lester Greenwald, for many years connected with Metropolitan New York shoe business, has been appointed New York area representative for G. S. Pierce Co., Brockton. Greenwald will promote sales of the firm's shoe and display tree line.

DEATHS

Powers Hapgood

. . . 49, widely-known labor organizer and assistant national director of organization of the CIO, died Feb. 5 of a heart attack in Indianapolis, Ind. As secretary of the New England CIO Council, Hapgood was active in organizing the United Shoe Workers of America, CIO, and was one of several Lynn, Mass. labor leaders who served jail terms in Maine during the Lewiston-Auburn general strike in 1937.

He was convicted on flimsy charges of conspiracy and found guilty of "conspiring" to injure the business of Maine shoe manufacturers by urging shoe workers ni the area to strike for higher wages. He served time in Androscoggin County pail for his efforts on behalf of the striking shoe workers.

In recent years, he was engaged actively in major CIO organizing drives. A native of Chicago, he graduated from Harvard and first gained prominence as a member of the Sacco-Vanzetti defense committee.

Edward C. Thayer

. . . 85, former president and treasurer of Claflin, Thayer & Co., New York City wholesale shoe firm, died Feb. 9 at his home in Brooklyn after a brief illness. Thayer graduated from Harvard in 1885 and joined his grandfather, the late Aaron Claflin, in the wholesale shoe firm of Aaron Claflin & Co., New York City. Upon Claflin's death in 1890, the firm of Claflin, Thayer & Co. was formed and Thayer held the job as president and treasurer until the firm's dissolution in 1930.

He was a former president of the Middle States Shoe Wholesalers Assn. and was active in other tare groups.

Jesse Aschenbach

. . . 74, former owner of the Aschenbach Saddlery, Newark, N. J., died Feb. 7 in East Orange General Hospital. A native of Newark, he entered the saddlery business with his father, William J. Aschenbach, who founded the business in 1857. One of the oldest shops of its type, the saddlery was noted for its harnesses and other riding equipment. Surviving are two sons, William J. and James E.; two sisters, and six grandchildren.

Erastus E. Winkley

. . . 82, retired shoe machinery engineer and inventor formerly employed by United Shoe Machinery Corp., Boston, Mass., died Feb. 14 at his home in Lynn, Mass. A native of Newmarket, N. H., Winkley was connected with the USMC Beverly plant for more than 50 years prior to his retirement. He invented and held patents on many types of shoe machinery and marine engines. He leaves a daughter, Mrs. Ruth W. Breed of Lynn.

LABOR NEWS

BULLETIN: The National Labor Relations Board has postponed the bargaining agent election among Brockton's 7000 shoe and cut sole workers, originally scheduled for Feb. 24, to an unnamed date in March. The postponement was ordered in order that local officials of the United Shoe Workers of America, CIO, Boot and Shoe Workers Union, AFL, and the Brotherhood of Shoe and Allied Craftsmen, independent union, be given time to file non-Communist affidavits under the Taft-Hartley Law.

The NRLB stipulated that the election be held "not later than 60 days from the date of direction"—Jan. 19, 1949. It also directed that Radcliffe Shoes, Inc.; Conrad Shoe Co.; and Condon Leather Co. be omitted from the election list. Conrad and Condon no longer have emplyes and Radcliffe has become a part of Dartmouth Shoe Co.

The **Communist** party has announced that New York state members have contributed $9,171 to the party's 15-day drive for $100,000 to finance the Federal Court trial of 11 party members, now in progress in New York City. **The Daily Worker** revealed recently that the conspiracy trial was costing the defense an average of $10,000 weekly and that another $100,000 was needed by Feb. 15.

Elizabeth Gurley Flynn, a member of the Communist national committee, wrote in the newspaper that stenographic minutes, printing of legal briefs, motions and other items cost $5,000 weekly while lawyers fees, office expenses, etc. consumed another $5,000. Part of the expense has been a partial survey of the Federal jury-picking system in the Southern District of New York in an effort to void the indictment and quash the present panel of jurors.

Irving Potash, vice president of the International Fur & Leather Workers Union, CIO, and chairman of the Joint Furriers Council, is one of the 11 party members on trial for conspiracy to overthrow the government by violence. Harry Sacher, counsel for United Shoe Workers of America, CIO, is a defense counsel.

U. S. District Court Judge George H. Moore has issued an order directing **Romaine De Munsch,** owner of **St. Louis Bow Mfg. Co.,** to show cause why he should not be held in contempt of court for violating a federal court judgement.

The wage-hour division of the Dept. of Labor charged that Munsch failed to keep adequate records of employes and pay overtime in accordance with legal provisions. A court order of Jan. 7, 1941 directed him to comply with the law. The firm makes bows and other ornaments for women's shoes.

The **National Labor Relations Board** has rejected a plea by the **United Shoe Workers of America, CIO,** asking that the coming bargaining agent election to be held among some 7,000 workers in 43 shoe and cut sole plants in the Brockton, Mass. area be conducted in polling places other than the plants involved. Until this year, elections had been held at outside polling places.

The **San Francisco Bay Area Tanneries** have completed negotiations of their new contract with the **Amalgamated Meat Cutters and Butcher Workmen, AFL.** The new contract is to run for two years with one reopening on Feb. 1, 1950 to adjust straight time hourly rates.

Firms participating were the Legallet Tanning Co., Manasse, Block Tanning Co., Norton Wool Co., Poetsch & Peterson Co., and Metten & Gebhardt Co.—all represented by the San Francisco Employers Council.

Employes were granted a six-cent hourly increase and one additional holiday, making a total of eight paid holidays per year plus one week's vacation after one year's employment and two weeks after three years. Average overall wage rate in the area is now $1.50 per hour despite a minimum rate of $1.36 per hour.

The 12 lasters who last week walked off their jobs at the **Berco Shoe, Inc.,** Brockton, Mass., have returned to work. The walkout occurred after a price dispute involving three laster pullers. Company officials had threatened to close down the plant if the lasters remained out.

Local 265 of the **International Fur & Leather Workers Union, CIO,** has denounced the Taft-Hartly Act and a "vicious" court injunction as reason for non-settlement of a prolonged strike at the Virginia Oak Tannery, Luray, Va. In a unanimous petition, the union claimed the strike "would have been over long ago if it were not for the Taft-Hartley Act and the vicious injunction and the courts which helped the company."

The workers also voted to send a delegation to Washington to appear at Senate committee hearings on new labor legislation and to urge repeal of the Taft-Hartley law.

The strike, affecting some 250 workers at the plant, has been in progress for almost 40 weeks. According to the union petition, it is "over a wage increase, seniority and job security, and for a union of our own choice." The petition closed with an invitation to "any Senator, including our Honorable Senator Byrd to visit Luray and see for themselves how the Taft-Hartley Act helps openshop employers break strikers' unions, and robs men of gains which they obtained in many years."

HIDES and SKINS

Big packer business limited at lower prices. Packer calfskins sold at 55c. Kipskins quiet. Small packer and country hides weak with little buyer interest shown.

Packer Hides

Trading in this market this week has been very light, consisting of only about 27,500 hides. Values are lower for native steers, extreme light native steers, heavy native cows, light native cows, butt branded steers and Colorado steers, with branded cows and a few of the slow-making lines such as light Texas and extreme light Texas steers quiet. The trend, however, is definitely lower, which will probably preclude declines in the inactive selections.

Native steers were subjected to various declines. Light native steers sold first at 24c, Chicago basis, but later at 23c. Heavy native steers opened at 20c and stayed there, except for a small lot of all heavies for export. Mixed heavies and lights were quiet as far as the "Big Four" sellers were concerned, but the Association sold one car at 20c, which would figure lower if the "Big Four" sell accordingly. Extreme light native steers were reported sold at 27c, f.o.b. St. Joseph which is about 27½c, Chicago basis, and off considerably.

Heavy native cows sold at 20c for Riverpoint hides, which figured down ½c. Light cows sold at 25½c, first, for Riverpoint hides, and later at 25c, Chicago basis, for the same take-off, with Chicago cows moving at 24½c. This put the light cow market about 1c lower for the week.

Branded steers moved at 19c for butt brands and 18½c for Colorados for domestic tanners' use, but at 19½c for export traders. This was ½c lower.

The market is still easy. Limited business reflect small volume tanner demand, with sole tanners definitely out for still lower priced hides.

Small Packer Hides

The small packer market is almost impossible to define accurately. Values have dropped considerably during recent weeks as the result of the downward trend in the big packer market, and even at this time, buyers are not too certain that they are anxious to go along with the market level. The range of prices seems to be around 18 to 20c selected for small packer allweight native steers and cows, depending upon quality and selection, with the light hides figured at the outside. Heavier hides, those around 52 lbs. average and up are quoted at the 18c mark. Buyers, however, are not even interested in the market, at the currently quoted range. With some of the big packer selections down around 18½ and 19c, small packer buyers are thinking twice before entering the market. Production by small packers is not particularly large, but even so, with the small amount of business being done, only a few hides looks like a large amount when offerings are talked around.

Packer Calfskins

Trading has finally gotten around to a 55c level for Northern all-weight calfskins on the untrimmed basis, with small volume business having taken place at that price during the week. The feeling is still bearish from the standpoint of market conditions in most commodities, but the fact that there are so few calfskins around, particularly the better quality packers, keeps some people thinking that maybe the calfskin situation can hold up.

The market for Northern all-weight calfskins is quoted at 55c, with Riverpoint skins purely nominal around 50c. Small packer allweights are figured around 45c nominal.

Packer New York trimmed calfskins are quotable around $4.00 for 3 to 4s, $4.75 for 4 to 5s, $5.25 for 5 to 7s, $6.00 for 7 to 9s, and $8.25 for 9 to 12s.

Packer Kipskins

Nothing has been done in the market this week. With calfskins lower and the hide market showing weakness, it is felt that perhaps kipskins will show a change in accordance with the general feeling. What that will be is hard to say, but the changes in other markets have to be considered.

Quotations are unchanged for packer native kipskins at 37½c for Northern production, with Northern overweights figured at 35c. Brands are figured at 2½c less in both cases.

New York trim packer kipskins are quoted at $9.25 for 12 to 17's and $10.00 asked for 17's and up.

Country Hides

The country market is in new low ground. Prices around 17½c are considered good for country allweight hides 48/50 lbs., in fact some buyers are not willing to consider that the market. For all intents and purposes, the market is quotable at 17 to 17½c for the 48/50 lb. average hides, flat trimmed, f.o.b. shipping points, with this level the closest one can come during this period of indecision. There aren't too many country hides around. Not much will be done in this market until there is a little more establishment of values.

Country Calfskins

Very little change in this market. Some minor revisions have been noted in coun-

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	20-23	23½-25	26 -28	24½-25
Ex. light native steers	27-27½	29½	32	29
Light native cows	25-25½	26½	29 -29½	27 -28
Heavy native cows	20-21	21½	25½-26	24½-25½
Native bulls	15½	16½	17½	17
Heavy Texas steers	19½	22	25	24
Light Texas steers	20	23	25	24
Ex. light Texas steers	25	27	26½	25
Butt branded steers	19	22	25	24
Colorado steers	18½	21½	24½	23½
Branded cows	20	21½	25 -25½	25
Branded bulls	14½	15½	16½	16
Packer calfskins	50-55	50 -62½	52½-65	50 -60
Chicago city calfskins	35	35	35	40
Packer kipskins	37½	37½	40	40 -45
Chicago city kipskins	26-28	26 -28	26 -28	30

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Feb. 16	Close Feb. 9	High For Week	Low For Week	Net Change
March	22.55-51	23.00-05	22.80	21.80	—45
June	21.10	21.10-20	21.45	19.95	
September	20.30B	20.35-45	20.65	19.25	— 5
December	19.65B	19.80N	19.40	18.60	—15

Total sales, 442

try calfskins where the top is now considered 27c, even for the best skins. Otherwise, the market is quiet with no change.

City allweight untrimmed calfskins are nominal around 35c. Country allweights are nominal at 26 to 27c.

New York trimmed collector calfskins are quoted at $3.50 for 3 to 4s, $4.25 for 4 to 5s, $4.40 for 5 to 7s, $4.80 for 7 to 9s, and $6.50 for 9 to 12s.

Country Kipskins

Prices are holding unchanged in this market, although minor adjustments will probably have to be made if the kipskin situation shows a fluctuation on packer material. Up to the present time, however, the levels are the same, city skins quoted 26 to 28c, and country skins in a range of 22 to 23c.

New York trimmed collector kipskins are quoted at $6.25 for 12 to 17s, and $8.50 for 17s and up.

Horsehides

This market continues very dull. The trimmed market, although talked down to $8.50 by some, is generally quoted $8.75 by most, with better quality lots up to $9.00, but not on the basis of trading. Untrimmed hides are figured $9.50, depending upon quality. Fronts, depending upon quality and size, are figured at $6.00 to $6.25. Butts, basis 22 inches and up, around $3.00 to $3.25, depending upon quality. Demand for fronts and butts is slim.

Wool Pelts

Nothing new in this market. Shearlings are holding at $2.00 to $2.50 for No. 1s, $1.75 to $1.80 for No. 2s, and $1.35 to $1.40 for No. 3s. Fall clips are unchanged at $2.50 to $3.00. The production of shearlings and fall clips is small. Local sellers are finding it difficult to get enough to satisfy the demand. The Interior market is called around $4.00, perhaps slightly better, but there is no concrete indication of the sales this month.

Pickled Skins

The pickled skin market is still quiet. Best ideas in this market are around $10.00 per dozen for big packer production.

Dry Sheepskins

Local selling quarters state that business is very slow. Primary markets are unchanged as shippers show little inclination to reduce asking prices and claim that available supplies are small. Demand is limited as most buyers are marking time and only make inquiries when in need of skins. Most buyers claim it is not a price question, just that they don't want to buy at this time.

The hair skin markets are quite strong and sellers' agents state that they have been receiving very few offerings of Nigerians. While it is true that recent asking prices were above the ideas of the glove trade, there had been some business done with the shoe trade. Cape glovers remain firm and shippers continue to ask 125-130 shillings for Cape Town butchers with Europe said to be operating at origin. Brazil cabrettas are mixed. While some sales of Cearas have been noted at $17.50, basis mfrs., most sellers state that they cannot interest buyers at that level. The same is true of Pernambucos with offerings at $17 and less said to have failed to interest buyers. Some indications that shippers at origin are showing signs of weakening as there are more offerings coming in and counter bids solicited. A spot lot of dry salted Djeddahs, 320-lbs. per 100 skins, sold at $10.25 per dozen. There has been little change in the market for dry salted Sudans, Mocha blackheads, Addis-Ababas and Mombasas as sellers here claim their shippers show little inclination to reduce prices, which are considerably over the views of buyers here.

Shearlings continue firm with reports of more interest coming into the market for "mouton" skins; as yet, trading has been restricted due to price differences of buyers and sellers. Offerings have been received of Argentine shearlings at $3.00 for mouton selections. Last sales of Cape shearlings, ½-1½ inch, 29½d. c.&f., but sellers now ask 31 pence for business. The ¼-½ inch have been in good demand and following sales at 20 pence, sellers now have views of 21 pence and relatively few skins said to be available.

Reptiles

Due to small receipts, shippers in India have firmed up in their ideas and are asking up to $1.20 for Madras bark tanned whip snakes, 4 inches up, averaging 4¾ inches, 80/20 selection and 75c for cobras, 4 inches, up averaging 4½ inches and 45c for vipers, 4 inches up averaging 5 inches, which buyers have been slow to meet. Last confirmed sales of whips at $1.10 and cobras at 65-70c for 4 inches up, averaging 4½ inches, 70/30 selection. As most shippers now specify March-April shipment, buyers views are usually lower though for fairly prompt delivery, they are willing to pay slightly more.

Generally, offerings are restricted. Calcutta whips, 4 inches up, averaging 4¼ inches held at 80c. Interest said to be developing in alum tanned water snakes and several spot lots have been sold at 25-30c for 3 inches and up. Brazil market is quite firm and latest offerings of back cut tejus, 20/80 selections at 35c as against buyers ideas of 31-32c. Giboias are nominal at 85-90c. Some trading developed in Argentine skins as new quotas have been established amounting to 750,000 skins for the season or about 65,000 skins a month. Back cut lizards said to have sold at 52-55c for large sizes and 20-23c for the 20/25 cms. with new offers at the same levels for the large sizes but sellers want 22-24c for the 20/25cms. Ampalaguas sold at $1.60 for 40/40/20 selection. Water snakes sold at 62c with offerings from 60-65c, as to lots involved. Siam aers are mixed as a variety of prices are heard for shipment depending upon the average weights involved. Market is quoted from 15-22c for 8 inches and up. A spot lot of 8 inches and up, 90/10 selection, sold at 23c. Chouyres are in a similar position although not as many offerings noted. A combined lot of 8 inches and up and 6/8 inches available at 35c while separately, sellers ask 50c and 30c, respectively. Ring lizards are held at $1.10 for 50/50 selection, 25 cms. and up, averaging 32 cms. with $1.05 best bids.

Deerskins-Pigskins

There is practically no call for Brazil 'jacks'. Buyers are so disinterested that they will not even return bids. While shippers are slow in coming down in their views, offerings are more liberal and latest asking prices were 77c f.o.b. Pigskins are in a similar position although

here, there is an occasional sale noted, whereas there have been no recent sales of 'jacks' confirmed. Manaos grey peccaries have been selling from $2.40-2.45 basis manufacturers and while buyers continue to talk less, shippers are rather firm in their views and what sales are made, have been at the above levels. Buyers have reduced their ideas for Chaco carpinchos and unwilling to meet last figure of $2.65, basis manufacturers.

Goatskins

General declines in other commodity markets have prompted tanners to adopt an even more than usual cautious program. In fact, meetings are scheduled to be held in New York this month to devise some means of bringing raw goatskin prices down. Meanwhile, buying is on a hand-to-mouth basis.

Some reported business in 1200 lb. Amritsar skins took place at $12.50 per dozen c. & f. for shiment. Most U.S. tanners have ideas at 50c less. Southern India Coconadas and Deccans are offered at $12.50 to $12.75 per dozen c. & f. for 1.70-1.80 lb. skins according to shipper; others are quoted up to $13.50 per dozen c. & f. for the same weight skins.

Last sales in Batis took place at $17.25 to $17.50 per dozen c. & f. with Addis-Ababas at $12.00 to $12.50 per dozen and Eritreans and North Abyssians at $12.00 to $12.50 per dozen spot and afloat. Berber moved last at $15.50 and $16.00 per dozen c. & f.

The China market is very quiet and prices nominal. The Durban and East London market on dry salted skins is easier but prices are not defined. Kenya and Tanganyika skins are firm at origin. Red Kanos skins are steady at $1.45 to $1.50 per lb. c. & f. for primes.

East Indies	
Amritsars (1,200 lbs.)	12.50
Patnas	Nominal
Cawnpores and Lucknows	Nominal
Mozufferpores	Nominal
Dinajpores	Nominal
Calcutta kills	Nominal
Coconadas	13.00
Deccans	13.00
Kristnas	Nominal
Chinas	
Szechuans	Nominal
Hankows	93
Chowchings	Nominal
Africans	
Casablanca and Marakesh	Nominal
Algiers	Nominal
Nigerians	1.40- 1.50
Mombassas	14.50
Marakesh	Nominal
West Province (ex. lt.)	52
Port Elizabeth (ex. lt.)	50
Mochas	
Berberahs (shipment)	15.50-16.00
Hobediahs (shipment)	8.50
Bati	17.25-17.50
Addis-Ababa	12.50-13.00
Latin Americas	
Mantazas, etc. (flat) f.o.b.	60-63
Oaxacas, f.o.b.	Nominal
Barquismetos	53-54
Coros	53-54
Maracaibos	Nominal
La Guayras	Nominal
Rio Hache	53-54
Bogotas	Nominal
Jamaicas	1.05
Haitians	71-73
Santo Domingos	55-58
Brazil (Cereas)	1.35
Pernambucos	1.35
Bahias	Nominal
Cordovas (8 kilos average)	Nominal
Pampas	52
Paytas	69-70
Peruvians	47-62

WANT ADS

ADVERTISING RATES

Space in this department for display advertisements is $5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs $2.00 per inch for each insertion.

Undisplayed advertisements cost $2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and $1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Wednesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Special Notices

For Sale

ABOUT 2,000 pair 8/8 heel lasts for California construction, sizes from 2-10, almost new, excellent condition; also sole, platform and sock lining dies to fit.
Address B-9,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Rubber Heels Wanted

INTERESTED IN BUYING surplus half and whole rubber heels cheap. In writing state quantity of each size available. Write to:
LIEBMAN & CUMMING,
718 Mission St.,
San Francisco 3, Calif

Tannery For Sale

Located in Peabody, Mass. Up-to-date, equipped sprinklered tannery—3 floors—15,000 sq. ft.—Electric Freight Elevator—Spur Track arangement—Modern Oil Fired Boiler with hot water facilities. For further details, address Colonial Tanning Co., Inc., 207 South Street, Boston, Mass.

For Sale

PLATES FOR SHERIDAN PRESSES.
1 Kangaroo plate, used; 1 refinished Stroller plate; 2 refinished Chrome plates. Address B-7, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

For Sale

COMPLETE tanning and dyeing plant, storage facilities, trucks, etc., in Eastern Pennsylvania. Bargain to quick buyer.
Address B-8,
c/o Leather and Shoes,
20 Vesey St.,
New York 7, N. Y.

Situations Wanted

Tanner

33 YEARS OLD, with 15 years foreign experience in chrome upper leather (cow, calf, horse, sheep) from beamhouse to finish. Hide and skins expert. Ready to take any suitable position. Address B-5, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

Tanner

LONG EXPERIENCE in the tannage of Belt, Strap and Mechanical Leathers in Oak, Combination and Chrome. Have held positions as Department Supervisor and Plant Superintendent. If interested address B-10, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Side Tanner

SIDE LEATHER TANNER, 20 years experience with chrome, bark and combination, calf and side leather. Can take charge of complete process from hair to finish. Desires supervisory position. Address B-11, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Help Wanted

Belt Designer-Merchandiser

WANTED—By a belt manufacturer located on the West Coast, an experienced designer and merchandiser of men's and boys' dress belts. Address B-6, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

NEWS

(Continued from page 16)

buyers are extremely heavy. Declares Brier, "Today in our business prices are so demoralized that every buyer you talk to says, 'I can buy it cheaper'. Between the price-cutting and the high cost of doing business we are all being squeezed."

There is mounting indignation against the luxury tax in the luggage industry. The industry, with substantial justification, feels that luggage is a necessity, that people cannot move around without it. It is felt that repeal of the tax would do much to stabilize the industry.

In the face of these conditions the luggage manufacturers, through their national trade association, has now embarked upon a publicity and public relations program, with a full-time public relations director employed by the Association. The aim will be to bring home forcefully to the public the need and satisfaction of owning luggage and leather goods.

The program deserves the active support of tanners serving the luggage and leather goods field, for their own future is inextricably linked with the success of luggage producers.

Shoe Sales Up In Canada

Canadian shoe manufacturers and retailers are taking heart again as a result of a recent government survey of retail stores. Despite widespread stories making the rounds on price resistance, the Merchandising and Service Branch finds that retail sales in Canadian shoe stores jumped 9.5 percent in dollar volume during Oct., 1948 as compared with Oct., 1947. In the first ten months of the year, sales were up 7.6 percent over last year's records.

The MSB's official statement shows that sales were up 23 percent in the Prairie Provinces while other gains were set at 12 percent in British Columbia, 10 percent in Ontario, and five percent in Quebec. Only setback listed was a one percent drop in the Maritime Provinces.

For the first ten months of the year, sales rose 12 percent in Ontario, eight percent in the Prairie Provinces, six percent in Quebec and three percent in British Columbia. The Maritime Provinces reported a four percent loss.

Shoe Of The Future

Visitors at the London Shoe and Leather Fair, London, England, last week were treated to a preview of the "shoe of the future"—a ladies shoe made of black suede trimmed with golden lizard and sporting nine-inch heels.

For milady, as a reward for balancing herself on the slightly elevated shoes, the manufacturers provided pockets on the side to carry a compact, a lipstick and a purse.

The exhibitors admitted that the shoe was a "little advanced" for 1949, so it is for exhibition only.

Reserves Help Firm Meet Unstable Skin Prices

At the close of the 1947 fiscal year, American Hide & Leather Co., Boston, prominent calfskin manufacturers, decided to hold $1,350,000 out of earnings in reserve for a possible inventory loss. Officials cited rising packer calfskin prices which had zoomed from a controlled 25 cents a pound to a high of 80 cents a pound by the end of the fiscal year on June 30, 1947, said a sudden sharp drop in prices might catch the firm flatfooted with large inventories in process.

As it turned out, there was sound logic behind the move. Calfskin requires four months of processing. Inventories were therefore necessarily high. Packer calfskins continued to rise during the next six months, reaching an all-time high of $1.15 per pound in Jan., 1948. The company which had declared earnings of $2.31 a common share in June was able to declare earnings of 78 cents a share for the six months ended Dec. 31, 1947.

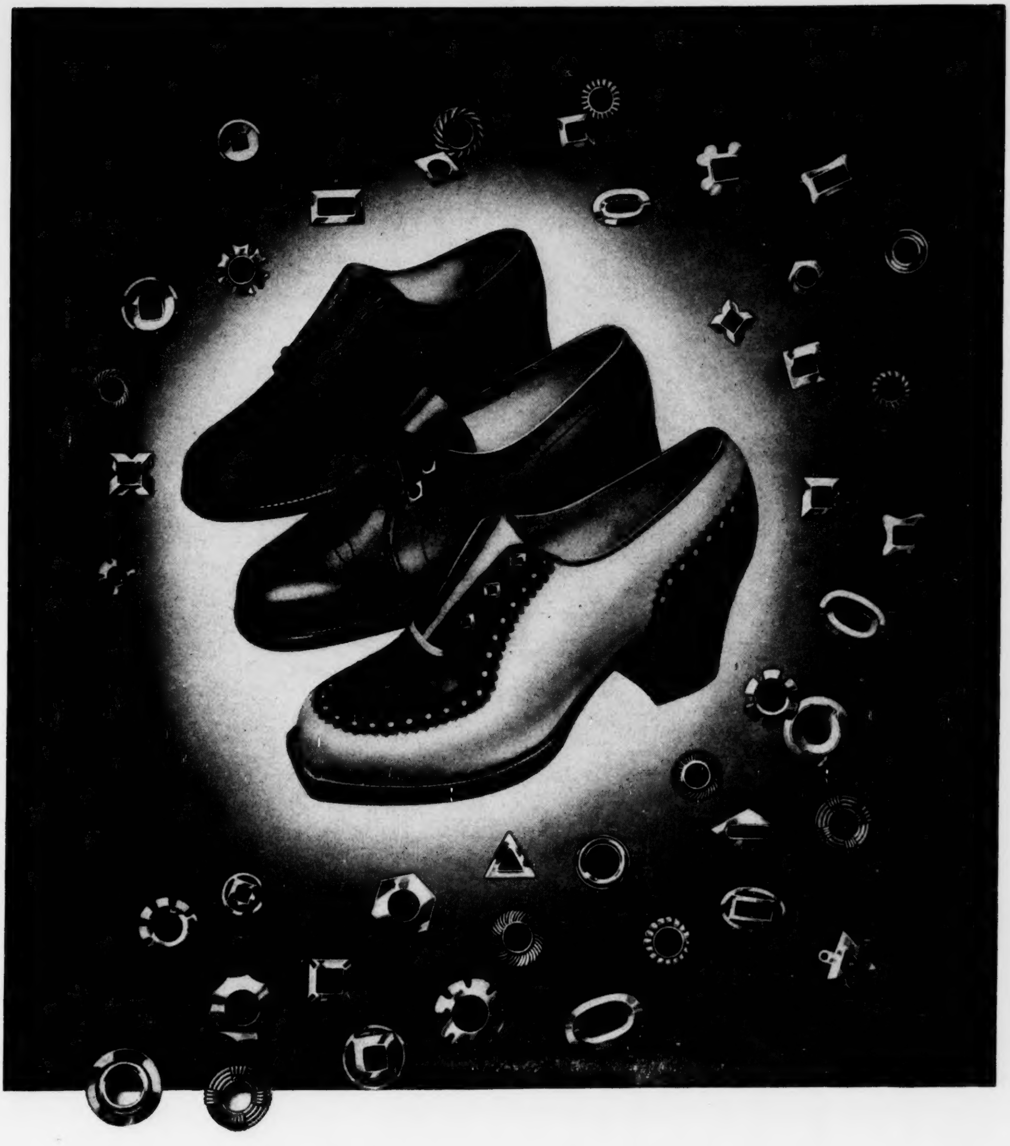
Despite this, minority stockholders protested vigorously, called for increased dividends when American Hide & Leather decided to maintain its inventory reserves. Company policy was vindicated only when prices plummeted between Jan. and April, 1948, to 50 cents a pound. Even then, the concern needed $800,000 in bank loans by June 30, 1948.

Reserve Orders For Small Mfrs.

One-sixth of all Navy shoe orders will be reserved for small manufacturers it was stated in a letter forwarded this week to Walter T. Spicer, Ex. Secretary of the Associated Shoe Industries, Brockton.

The letter, from Senator Henry Cabot Lodge, carried the announcement by Secretary of the Navy John L. Sullivan.

Index to Advertisers



Here are 43 ways to lend a New Style note

United Fancy Eyelets can be the "tremendous trifles" that lift a shoe out of the commonplace and provide a smart accessory at *relatively low cost.* Eyelets like these can be the minor change that makes a major difference in appearance . . . and sales.

Any of these novelty designs can be provided in brass, nickel, copper or colored finishes. Actual sizes are shown. Your eyelet machinery can be modified readily to feed any style. Ask the United Representative about these and other eyelets for special uses.

United Shoe Machinery Corporation
BOSTON, MASSACHUSETTS

HERE COMES COMFORT... A-RIDIN'...

East meets West in its desire for these punchy ranch boots — the popular products of H. J. Justin & Sons, Inc. of Ft. Worth, Texas. It takes good leather to make a good boot. . . and it takes SHUGOR to keep jodhpur boot or shoe fitting as it should. To assure easy-on-and-off . . . to provide the yielding comfort desired by every wearer . . . use SHUGOR. SHUGOR is actually revolutionizing boot fitting . . . and it's easy to see why.

THOMAS TAYLOR & SONS, Inc.
HUDSON, MASS.

Reinforced Edge SHUGOR TAYLORED-TO-FIT